

OCT 17 1924

THE Publishers' Weekly

The American BOOK TRADE JOURNAL

VOL. CVI.

NEW YORK, OCTOBER 11, 1924

No. 15



The Beautiful Book for Children

No doubt that there is no other book of the year quite like "Number Two Joy Street," a medley of prose and verse and pictures for boys and girls. Observe the list of contributors! Surely unexcelled. Observe the whole get-up of the book: big pages, a host of halftones and line cuts in full colors and black and white. It is a great big book that will delight every child, and (what is even more important from the bookseller's viewpoint) leaves no doubt in the parent's mind that here is the finest book of the year for children. Get ready for Children's Book Week and the big Book Months to come, with stock of "Number Two Joy Street." \$2.50

THE AUTHORS

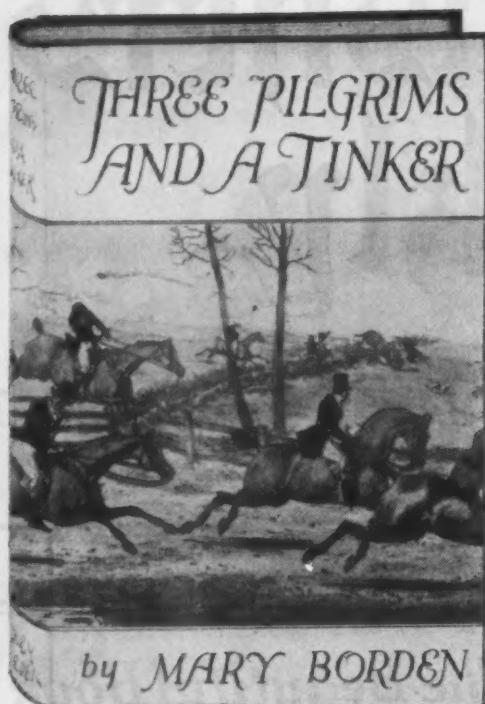
G. K. Chesterton	Hugh Walpole
Walter de la Mare	Hilaire Belloc
Laurence Housman	A. A. Milne
Madeleine Nightingale	Mabel Marlowe
Hugh Chesterman	Rose Fyleman

and others

**D. APPLETON
AND COMPANY**

35 West 32nd Street New York





JUST OUT

Mary Borden's

**THREE
PILGRIMS
AND A
TINKER**

Nothing by this distinguished American has the wide appeal, the true charm of this tale of the English hunting country. Although the Mss. reached me late in the summer and the book was not included in my fall list, advance orders indicate a sale far in excess of either *The Romantic Woman* or *Jane—Our Stranger*.

Mary Borden has just returned to England after a trip from New York to California. Syndicated interviews with her have been run in practically every city. She herself has visited Chicago, Denver, Los Angeles and San Francisco. Full page articles about her have appeared in national magazines. The country is ready for her new book. Have you placed an order that will meet such a call upon it? Make certain, too, that you have a supply of Mary Borden's *Jane—Our Stranger* now in its fourth edition and selling steadily.

\$2.50

WALTER DE LA MARE

landed in New York on October 8th. He will lecture in New York, Boston, Philadelphia, Chicago, and most of the Universities of the country. Whether he visits your city or not there is sure to be an increased demand for his books. Look over your stock.

HENRY BROCKEN	\$2.50	THE RETURN	\$2.50
COME HITHER	\$6.00	MEMOIRS OF A MIDGET	\$3.00
CROSSINGS	\$3.50	THE THREE MULLA-MULGARS	\$4.00
THE RIDDLE	\$2.50	DING DONG BELL	\$1.75

ALFRED A. KNOFF



730 Fifth Avenue, New York

By Arthur Train

THE NEEDLE'S EYE

By the Author of
HIS CHILDREN'S CHILDREN

THE success of "His Children's Children" has prepared the public for work of importance and high interest from Arthur Train. Even so they will be astonished by his new novel. It is a splendid achievement -- an extraordinary advance over its predecessor.

Its hero is John Graham, who, in the vast Graham international banking house of Graham & Co., his career forms a revelation of the ways of the wealthy; of the ways of conflict between them and coal. It turns upon a cloud of many dramatic incidents.

"Arthur Train has never done better" —Time

"A novel of unusual scope and vitality... A novel of distinction, a work vastly more accomplished, thoughtful and significant than the average fiction of the day" —New York Times

\$2.00

CHARLES SCRIBNER'S SONS

John Galsworthy's THE WHITE MONKEY

Published Oct. 24
\$2.00

How Many People, do You Suppose, Have Read **TREASURE ISLAND**?

Each one of them is a customer for

Porto Bello Gold

By *Arthur D. Howden Smith*

Author of "The Doom Trail," "Beyond the Sunset," etc.

There are big sales in **PORTO BELLO GOLD**! Think of the thousands upon thousands of eager readers, young and old, who will leap at the opportunity to learn more about Bill Bones, Ben Gun, Blind Pew, Long John Silver, and the rest.

And the newspapers are taking it up! Each review that appears is more enthusiastic than its predecessor. Here are a few samples:

Chicago Post—"The story makes a fitting companion to **TREASURE ISLAND** and should, if it has its due, be coupled with it in the reading material of youthful generations yet to come. I wish **PORTO BELLO GOLD** had been written before that far-away day when I swallowed **TREASURE ISLAND** whole, at one sitting."

Time—"As a pirate story, **PORTO BELLO GOLD** is a worthy successor to **TREASURE ISLAND**."

Roanoke World-News—"It marks him . . . as being a novelist altogether capable of writing what is, in effect, a preface to Stevenson's great masterpiece."

Do you get that? When hard-boiled reviewers come out and admit that a modern author can write as good a pirate story as Stevenson's, it's up to us to take advantage of their enthusiasm.

Stock up with **PORTO BELLO GOLD** now in the \$2.00 edition. A little later, there will be a special Christmas Gift Edition containing nine full-color illustrations by H. C. Murphy, Jr. The illustrated edition will cost \$3.00. Both will sell like hot cakes.

BRENTANO'S

Publishers

New York

— 5 to 1 —

**A CUSTOMER WHO BUYS ANY ONE
OF MICHAEL ARLEN'S BOOKS WILL
WANT ALL FIVE**

*(This is more true of Michael Arlen than of
any author at present enjoying large sales)*

BECAUSE Michael Arlen's work has to an unparalleled degree integrity of subject, style and feeling.

The Five Best Sellers

THE GREEN HAT

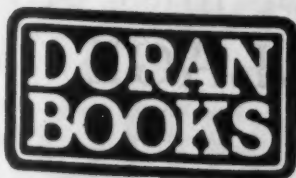
THE LONDON ADVENTURE

THE ROMANTIC LADY

"PIRACY"

THESE CHARMING PEOPLE

*All Michael Arlen's books are published in a uniform edition. Unusual square format and wide margins. India tint paper. Black cloth with gold stamping. Gold jackets with varied decorative designs. **THE GREEN HAT** and **THESE CHARMING PEOPLE** will be available next month in a golden gift box at \$5.00. All titles, separately \$2.50.*



SOMETIMES A BOOKSELLER

has to say: "I know this story has fine literary quality, but..."

You know what the "but" means.

Sound judges who have read advance copies of **THE GOLDEN VILLAGE** are telling us: "Fine literary quality, *and...*"

The *and* is for:

A theme of universal interest.

Characters that *live*, that make friends with you.

An appealing, swift-moving story.

A love story that John Erskine, for example, calls "as charming a picture of youth and romance as we have read in many a day."

To quote Professor Erskine again: "Joseph Anthony has won a high place among those younger novelists who are giving us the true pictures of America today."

To quote an old-timer in the book trade: "Joseph Anthony *has arrived!*"

Unless you want to pass up one of the best bets of the season you'll not miss out on

THE GOLDEN VILLAGE

The Golden Village

by Joseph Anthony

The Bobbs-Merrill Company, Publishers, \$2.

FAMOUS FOUR FOR THE FALL

- ① Herbert Quick
The Invisible Woman
 - ② Albert Edward Wiggam
The Fruit of the Family Tree
 - ③ Talbot Mundy
Om: the Secret of Ahbor Valley
 - ④ J. Ramsay MacDonald
Socialism: Critical
and Constructive
-

MASTERPIECES *of*
FOUR GREAT WRITERS

BOBBS MERRILL



Damaged? Stolen? Lost?

THREE things that may happen to *any* parcel post package. Three reasons why *every* parcel post package should be insured.

Enclosing a coupon from the North America Coupon Book insures automatically and assures prompt payment of claims. The stub is your record of shipment.

Our rates on Parcel Post Insurance will interest you. Make inquiries today.



Founded
1792

Insurance Company of North America

PHILADELPHIA

"The Oldest American Fire and Marine
Insurance Company"

Insurance Company of North America,
Third and Walnut Sts.,
Philadelphia, Pa., Dept. C1011.

Name
Street
City State

Wants information on Parcel Post Insurance

Pictorial News

of Prominent Authors of the Fall

Prepared with the help and support of the leading publishers and intended as a practical help to the retail salesman in making the best of notable fall season.

Fall 1924—A Notable Publishing Season

*Connect this condensed information with the book stacks
on your counter*

Those salesmen who will connect up these paragraph comments with the books on the counters will be ready to describe intelligently, and to make the right recommendations to customers.

I N D E X

Baldwin, Faith1277	Henry, Barklie McKee1277	Roberts, Cecil1266
Barns, Mrs. H. E.1269	Hill, Grace Livingston1270	Rolland, Romain1278
Becke, Louis1270	Johnston, Mary1275	Rothery, Agnes Edwards...1273
Bengt, Berg1272	Leacock, Stephen1267	Ruck, Berta1267
Bojer, Johan1268	Locke, William J.1267	Sedgwick, Anne Douglas...1269
Bradford, Gamaliel1276	MacKenzie, Compton1266	Shaw, Stanley1279
Byrne, Donn.1268	Mantle, Burns1277	Sixty Years of American Humor1275
Cooper, Courtney Ryley...1274	Masson, Tom1273	Solano, Solita1280
Dell, Ethel M.1280	McClure, Robert E.1272	Stallings, Laurence1271
Diver, Maud1269	McCutcheon, George Barr..1267	Stevenson, Robert Louis ..1274
Doyle, Sir Arthur Conan..1274	McGovern, William M.1268	Stockley, Cynthia1280
Drago, Harry Sinclair1279	McGrath, Harold1273	Strauss, Ralph1278
Fitch, Clyde1275	Mearson, Lyon1279	Twain, Mark1276
Flandrau, Grace1271	Miln, Louise Jordan1266	Uncensored Recollections...1270
Forster, E. M.1271	Morrow, Honore Willsie ..1266	Wallace, Edgar1277
Franck, Harry A.1268	Neville, Margot1269	Ward, Christopher1278
Friedlaender, B. H.1280	Norris, Kathleen1272	Wells, Carolyn1270
Gerard, Louise1279	O'Higgins, Harvey1276	Widdemer, Margaret1271
Hellman, Sam1275	Oppenheim, E. Phillips ..1274	Woodward, W. E.1276
	Riddell, Florence1278	

The Publishers' Weekly

DUPLICATES of this Manual from the Publishers' Weekly will be supplied without charge for distribution to the retail salesman

FREDERICK A. STOKES COMPANY, New York

These Four Authors are Selling!



HONORE WILLISIE MORROW, the keynote of whose new novel of the Wyoming Rockies, "The Devonshers," is a thrilling mystery. This mystery involves a unique trial in which not only the heroine but the whole community is brought before the bar. "We have come to expect much in a book by this author," says the Boston Herald, "and 'The Devonshers' comes fully up to expectations." The Pittsburgh Sun calls it "a corking good story." And booksellers like it, too. One in Washington says, "It is fine! I am sure it will have a great sale." By the author of "Still Jim," "The Enchanted Canyon," etc.



CECIL ROBERTS, whose swift-moving novel, "Sails of Sunset," just published, is set against a background which shifts from the enchantment of Venice to color-drenched Chioggia, the old-time fishing village on the Adriatic. Cecil Roberts' earlier novel "Scissors" won warm praise and success on both sides of the Atlantic. His new novel is written with equal distinction and charm. It tells of a young aristocrat, world-traveled, indifferent to women, who falls in love at first sight. The story is of his efforts to woo and win her.



LOUISE JORDAN MILN, whose delightful Chinese love story, "In a Shantung Garden"—now in its Fourth Large Printing—tells the story of a young American business man who went to Shantung on a mission for his father's firm. The tale of his success and failure—and of the breathless romance that sweeps him into the very heart of the East—makes absorbing reading. Booksellers are tremendously keen for the book and their re-orders are keeping us busy. The Chicago Daily News says, "A splendid tale, which one can safely recommend." And the Philadelphia Ledger, "Unquestionably Mrs. Miln's best work since 'Mr. Wu'."

COMPTON MACKENZIE, author of "Carnival," "Sinister Street," etc., and now of a "different" South Sea story, "The Old Men of the Sea." A few lines in the Times' Personal Column start a motley crew of men and women for an unknown island in the Southern Pacific, and Mr. Mackenzie presents his people vividly and with humor. There were baffling mysteries connected with the expedition and the efforts of the chief characters to solve them brought exciting results. The story rings true and is true in so far that the author has drawn on actual events in telling his story.



DODD, MEAD & COMPANY, New York, Publishers Since 1839
Present Four Leading Writers of the Day

STEPHEN LEACOCK, author of "Literary Lapses," "Nonsense Novels," etc., presents another volume of irresistible humor with a laugh on every page, "The Garden of Folly," hilarious burlesques on the world's latest fads and foibles, gaily joshing us for our likes and dislikes, ambitions and poses. A delicious piece of nonsense with shrewd observation backing the buffooning. \$2.00



WILLIAM J. LOCKE, whose annual novel is always eagerly anticipated, has created his most delightful character in "The Coming of Amos." Here the reader finds all the charm of Locke's previous novels, a hero gracious, whimsical, romantic, tender. Never is the romance banal. Different and original situations, unusual characters and novel surroundings. This story is of a young Australian bushranger, primitive and raw, suddenly entangled in the most sophisticated society of Europe. \$2.00



BERTA RUCK, whose clever and vivacious novels, "His Official Fiancée" and "The Leap Year Girl" were so avidly read by lovers of romance, has written another delightful story, "The Clouded Pearl," full of action and sparkling with wit. It is the love story of a joyous girl who plunged into the gay life of a great city. \$2.00



GEORGE BARR McCUTCHEON'S glorious romance, "Graustark," still lingers in our memory. In his new novel, Mr. McCutcheon takes us again to picturesque Graustark, after the war, more alluring, more thrilling than ever. "East of the Setting Sun" is the adventurous romance of a bewitching princess and a dauntless young American. \$2.00

THE CENTURY COMPANY,

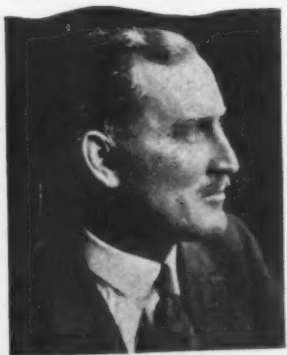
Four Live Ones You Must Know About



JOHAN BOJER, one of the greatest living novelists, is famous here for his novel, "The Great Hunger," though eight or nine others which have been translated into English are nearly as well known. His plays and novels have been translated from his native Norwegian into eight languages. He was a very poor boy, living with farmer and fisher folk. His success came after desperate effort, but fairly early. "A Pilgrimage," his latest novel to appear in English, is a good deal in the manner of "The Great Hunger."



WILLIAM MONTGOMERY MCGOVERN is the author of "To Lhasa in Disguise," which tells the story of his getting to the Forbidden City of Tibet disguised as a coolie, and staying six weeks. He was able to do what no white man has ever done before because he knew the Tibetan language and the rites and customs of the Buddhists. A Briton, an Oxford man, he had spent many student years in the East and become an expert on Chinese, Japanese and Buddhism. His mother is an American and through her Dr. McGovern is related to Roosevelt and Wilson.



HARRY A. FRANCK, author of "Glimpses of Japan and Formosa," is known as the "vagabond" traveler because so much of his traveling has been done afoot and earning his way. He is proficient in languages and in the technique of seeing things. His absolute clear truth-telling is the chief characteristic of his ten travel books. We are almost tempted to say that Franck couldn't write a lie. He is Michigan born and a graduate of the University of Michigan.

DONN BYRNE belongs to a North-of-Ireland family, but was born in New York. He grew up in Ireland, however, hearing Gaelic spoken, and much folk-lore. His college days were spent in Dublin, Paris, Leipsic. After that he came to America, where he began to write. His first outstanding success was "Messer Marco Polo." He is one of the three or four most important romantic writers of today. "Blind Raftery," his latest book, is of the same size as Polo and promises to repeat its success.



HOUGHTON MIFFLIN COMPANY

Nominates for the Hall of Fame

ANNE DOUGLAS SEDGWICK, although born in New Jersey, has lived most of her life in England. Her "Little French Girl" is one of the most widely discussed of this season's fiction and is written with Miss Sedgwick's well known distinction and beauty of style.



MRS. BARNES has, with her husband, made a sensational record as traveller and explorer in the Congo. "Naju of the Nile," which has just been published, is the story of a native prince who sought and found adventure.



MAUD DIVER, whose "Siege Perilous" is just out, made her name in this country as an interpreter of India. Her formative years were spent in various army posts in India where she depended upon station libraries for books and there was no stimulus for literary tendencies except her natural enthusiasm until she met Rudyard Kipling's sister, whose sympathy was of inestimable value to the young literary aspirant.



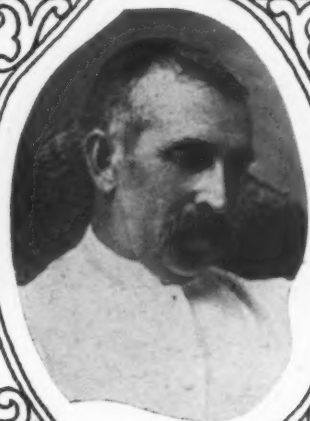
MMARGOT NEVILLE, a young lady from Australia who made up her first stories during childhood to while away the tedium of long, lonely rides in the bush and whose latest story, "Safety First," is published this fall.

J. B. LIPPINCOTT COMPANY, Philadelphia

Present Three Well-Known Authors and an Enigma



CAROLYN WELLS in "Prillilgirl," the new "Fleming Stone" detective story, is at her best in her own inimitable combination of love and mystery story. Here is a crime in theatrical circles—a popular playwright found stabbed with his own pen, curiously wrought from a mediaeval dagger. There are prints of small bloody fingers and the figure of pretty Mrs. Guy Thorndike lying unconscious on the floor. But when the trail leads dangerously close to "Prillilgirl" her husband summons Fleming Stone and that well-known sleuth proceeds to outwit the murderer by radio.



LOUIS BECKE knew the Pacific in the old beach-combing days. His adventurous life among pirates and pearlers, islanders and deserters from whaleships and men-o'-war, gave his stories a vitality that more recent South Sea writers miss. The publication of his work in a uniform edition has aroused enthusiastic interest in the man and his writings. The four already published are: "Pacific Tales," "By Reef and Palm and The Ebbing of the Tide," "Rodman the Boatsteerer" and "Helen Adair." In these books readers will find the real South Seas.



NOT even for his American publishers will the author of "Uncensored Recollections" doff his anonymity. Continually throughout his audacious memoirs he amuses himself with dropping tantalizing clues. But so far all who have started in pursuit have found themselves barking up the wrong tree. Meanwhile, eight printings have been necessary to satisfy the demand in Europe and America. King George, it is reported, has read his copy three times and this is not to be wondered at in view of the piquant and racy revelations which make this volume of indiscreet gossip the "literary tid-bit of the season."

GRACE LIVINGSTON HILL in "Re-Creations" tells just the kind of love story everyone likes at heart. Some ten years ago Mrs. Hill won her public with "Marcia Schuyler," a romance of such freshness and gayety that even the most blasé critics capitulated. Since then she has written one successful novel after another with charm and vivacity. In "Re-Creations" pretty Cornelia Copely, fresh from college, finds life demanding her strong young powers of re-creation. Undaunted she begins a plucky experiment ending in two delightful love affairs.



HARCOURT, BRACE & COMPANY

Four Important Novelists

GRACE FLANDRAU'S new novel, "Entranced," is a story of the Middle West and of a penniless brother and sister who marry into a wealthy, socially established family. A more intense narrative than "Being Respectable."

\$2.00



E. M. FORSTER, author of "Howard's End," "A Room with a View," etc., has endowed his novel of Anglo-Indian life with a penetrating insight into lives and characters of the educated natives of India and their English rulers. "Crystal-clear portraiture, delicate conveying of nuances of thought and life, an astonishing command of his medium."—N. Y. Times. "By all odds the finest novel that has come across the Atlantic this year."—N. Y. Evening Post.

\$2.50



IN her latest novel, "Charis Sees It Through," MARGARET WIDDEMER, author of "Graven Image," etc., has expressed for the first time the attitude of the Anglo-Saxon American toward our foreign guests. It is a love story which begins with the marriage of Charis, a professor's daughter, to a brilliant young immigrant at her father's college. Charis' troubles begin one day in her tiny New York apartment when the bride finds herself saddled with three arrivals from Ellis Island. A swift moving and dramatic novel.

\$1.75



PLUMES, an amazing new novel about the aftermath of the great war, by LAURENCE STALLINGS, the Literary Editor of the New York World, co-author of New York's new war play, "What Price Glory." "Mr. Stallings has written the novel which several people tried unsuccessfully to write."—The Saturday Review. "A moving narrative of fierce emotions." N. Y. Post. "Mr. Stallings has recorded this tale with simplicity and with burning conviction."—N. Y. Times.

\$2.00



The distinguished Swedish naturalist, Bengt Berg, and his pet owl, on the front steps of his home. Their synchronized musings are quite probably on the ways of men and of birds. Mr. Berg's new novel *The Motherless* is being compared by the critics to W. H. Hudson's finest work.



When young Robert E. McClure came home from war, he set to work and devoted four years to writing *The Dominant Blood*, which is one of the best novels we have ever published.

Here & with the *Doubleday, Page &*



A year or so ago, Charles G. Norris's *Brass* was a leader. This Fall, Kathleen Norris's *Rose of the World* is a leader. Our camera man reached California just in time to catch Mr. and Mrs. Norris collaborating in a golf match.



"And when I finally caught that fish"—said Harold MacGrath. But you really ought to hear Mr. MacGrath tell the story himself. He makes it a superthriller, like his recent adventure yarn, *The Green Stone*.



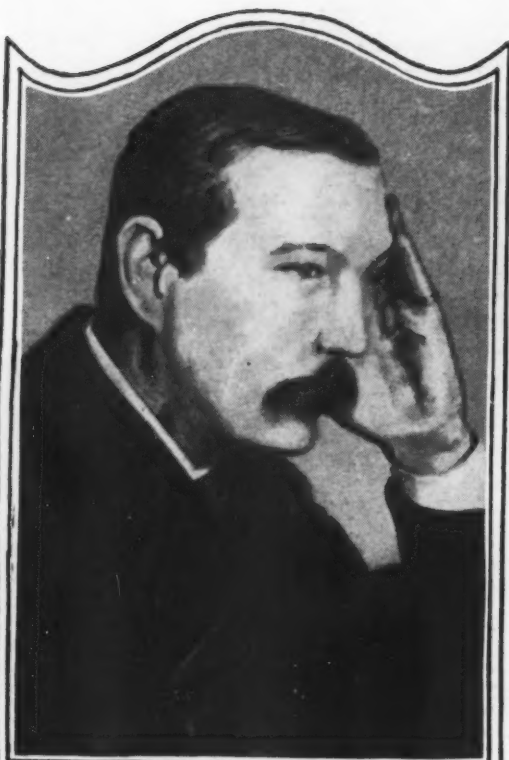
In the last 25 years Tom Masson has written 50,000 jokes, one every hour during the joking hours. Our camera man caught Mr. Masson, during an off hour, with his grand-daughter. *Tom Masson's Annual for 1924*, by the way, is bigger, better and funnier than ever.

There Co. Camera Man

We found Agnes Edwards Rothery in a pretty corner of the historic University of Virginia campus. Her husband is a professor there. We were glad to meet Mrs. Rothery, because after reading her late *The High Altar* we believe she is one of the coming women novelists of this country.



Little, Brown & Company's



SIR ARTHUR CONAN DOYLE. Full-page reviews of his "Memories and Adventures" show how highly it is rated. This is Sir Arthur at the time he began writing about Sherlock Holmes. A full account of the creation of this famous character is an important feature of this outstanding autobiography. \$4.50

THE BEST
humorous
writers since 1864 are
"Sixty Years of American
Humor: A Prose Anthology,"
edited by Joseph Lewis French.
Most of the selections are
humorous short stories,
so the book should be
sold as fiction.

\$2.50



ROBERT LOUIS STEVENSON. His life and character are delineated with impartial accuracy, unhampered by family considerations, by John A. Steuart, an English writer, in "Robert Louis Stevenson: A Critical Biography." It seems certain to provoke bitter controversy, and you should show it to all Stevenson lovers. 2 vols. \$8.00

**E. PHILLIPS OP-
PENHEIM.** The central figure of his new novel, "The Passionate Quest," is a girl, and women particularly should find it fascinating. \$2.00



From the Wrapper of "Sixty Years of American Humor: A Prose Anthology"

New Books from Beacon Hill



CLYDE FITCH. The correspondence, with the actors, managers and men of letters of his period, of this, our most successful American playwright, is presented, with explanatory text, in "Clyde Fitch and His Letters," by Montrose J. Moses and Virginia Gerson. It should be brought to the attention of all lovers of the theatre. \$4.00



SAM HELLMAN. America's newest popular humorist's "Low Bridge and Punk Pungs" is just the thing for bridge and mah-jongg fans, and for prizes. \$1.25



Cooper in the Lion's Den

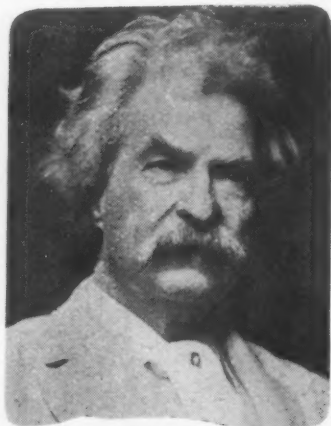


MARY JOHNSTON. Bessie Graham in "The Bookman's Manual" says: "Miss Johnston is the leading historical novelist in America to-day." Her new novel, "The Slave Ship," a story of Colonial Virginia and the 18th-century slave trade, has greater selling possibilities than anything she has written in years. \$2.00

COURTNEY RYLEY
COOPER'S new book about the circus, "Lions 'n' Tigers 'n' Everything," is just as good, and will have the same appeal to all the members of the family, as his 1923 circus book, "Under the Big Top," picked by the A. L. A. as one of the 200 best books of the year. \$2.00

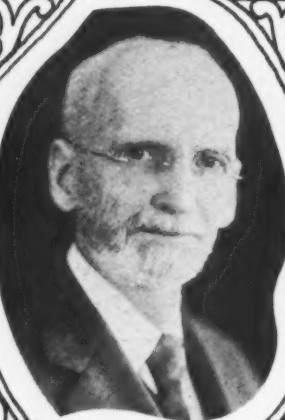
HARPER & BROTHERS Publishers since 1817 New York

Leading Authors on the Fall List



SELLING TALKS

MARK TWAIN, America's most beloved author, her greatest humorist, and one of her few great philosophers, comes magically back to us this fall in his long-awaited autobiography, which he dictated at intervals over a long period of years, and left with the solemn injunction that it should not be published until long after his death. "I am speaking from the grave," he wrote in the preface of this extraordinary manuscript, and threw aside reserve. The result is perhaps the most interesting and important autobiography of the twentieth century, an inexhaustible mine of anecdote, reminiscence and philosophy which mirrors the heart and mind of the man whom Howells called "the Lincoln of our literature."



GAMALIEL BRADFORD, author of "Bare Souls," holds a unique place among American authors. In the field of brief biographical portraiture he stands alone, with few rivals and no equals. "He re-introduces into modern literature a method of biography that is sincere, analytical, uncompromising and yet sympathetic," William Lyon Phelps writes of him. In his new book the author of "Damaged Souls" portrays with his accustomed brilliance eight of the most mysteriously fascinating personalities of European letters. His subjects include Keats, Voltaire, Flaubert, and Thomas Gray. Under his magic touch they spring to life as human beings like ourselves; not always flawless in character, but always interesting.



W E. WOODWARD, author of "Lottery," is "a new novelist for intelligent people to keep up with," as The Nation declared when his first brilliant novel, "Bunk," appeared last year. "Lottery" is keener and more hilarious even than "Bunk," and more absorbing as a story. It is a satire on the career of a modern business man for whom other people made a million dollars before he was thirty. It is a fresh and gay painting of American life, by a man who writes from the "inside" of the financial and advertising world, and whose pen is dipped in wit, in joyousness, and in pity.

HARVEY O'HIGGINS, long distinguished as a psychologist, author of some of the most successful modern plays and of two remarkable volumes of short stories, has now written in "Julie Cane," his first full-length novel, a book which critics and public have been awaiting for many years. It is the story of the daughter of a shabby eccentric little country grocer, who made her own way and made a success of it—and of her extraordinary father. If H. G. Wells' Mr. Polly was a favorite of yours, you will find here a kindred soul. "Julie Cane" is inevitably one of the outstanding novels of a brilliant season.



SMALL, MAYNARD & COMPANY, Boston

Point With Pride to

FAITH BALDWIN, the charming author of "Mavis of Green Hill" and "Laurel of Stonystream," has surely written the **CHEERFUL** book of the year in "Magic and Mary Rose." The magic in this case is, of course, that quality which "endureth all things." The book is wholesome throughout and delightful reading. Price \$2.00 net



BURNS MANTLE'S fifth compilation of "The Best Plays" appears this fall. William Lyons Phelps says, "Every American interested in modern drama should buy, not borrow, Burns Mantle's yearbook on the best plays of the season." From this volume you can find the play in which your favorite actor or actress played—or what plays were produced in New York last year. Contains complete plot, critical discussion and excerpts of actual dialogue from the ten **BEST PLAYS** of the season. Price \$2.50 net



EDGAR WALLACE. The newest book by this well-known writer of mystery stories, "Diana of Karakara," will be published in November. Mr. Wallace is shown in a much quieter setting than that usually depicted in his stories. Price \$2.00 net



BARKLIE MCKEE HENRY, Captain of the Harvard Varsity Crew of last spring and a leader in college affairs, has written his first novel, "Deceit," that has already gone into five generous printings. His style has reminded a number of the reviewers of a combination of Locke and Hutchinson, which is surely strong praise for a young author. The popularity of his book is also due to the authentic glimpse of the innermost circles of the "400." Price \$2.00 net



HENRY HOLT & COMPANY, New York

Straus, Riddell, Ward and Rolland



RALPH STRAUS confesses to a deep envy of Appleby Magnus, that gargantuan, Falstaffian, highly lovable character whom he has created in "The Unseemly Adventure"; for—Mr. Straus writes—"He has all those desirable qualities which I know that I lack myself. And I feel very strongly that he ought to be allowed to get drunk whenever he chooses—even in America. Indeed, I would go further and say that when he *does* visit America, he will get extraordinarily drunk, but nothing will be done, and not even your police will be shocked."



FLORENCE RIDDELL says that she wrote "Kenya Mist" in response to a persistent question in her own mind, "If motherhood is the reason for a woman's creation, why are so many prevented from fulfilling their destiny?" "Suddenly I wondered," she goes on to say, "what would happen if a woman should resolve to fulfill the purpose of her creation, oblivious of all barriers of convention which lay before her? Kenya Mist tells the story of such a fearless woman. Was she right or wrong?"



MR. CHRISTOPHER WARD, who has been dipping his trenchant pen into a lawyer's inkpot for some twenty years, suddenly turned parodist a year ago, and sent a number of authors scurrying for cover when he published his "Triumph of the Nut." And now in his "Twisted Tales and Other Parodies," he takes in vain Fanny Wurst's powerful Stummox," Hethel Hem Dell's "Blatherstones," Calla Wither's "Loose Lady," Miss Eclair's "Cure of Soups," and thirteen other books of the moment.

ROMAIN ROLLAND points out to the reader that "Annette and Sylvie" is only the first stage in a long journey which Annette is to make. He says further, "When I adopt Jean-Christophe, or Colas, or Annette, I am no longer but secretary to their thoughts. I listen to them. I watch them strive, and I see through their eyes. Whether or not Christophe, Colas, or Annette are right, they *are*. And life is not the meanest of justifications. . . . In Annette's life you must not seek either thesis or theory, but the inner story of a sincere long life, fertile in joy and sorrow."



THE MACAULAY COMPANY'S

Four Best Selling Authors

BISKRA, the gateway to the Sahara, is about as far as the average novelist ventures in quest of local color, but **LOUISE GERARD**, whose "A Son or the Sahara" won immediate success, knows Africa from the Mediterranean to the Veldt Country. In "Jungle Love," her latest novel, she has written another powerful romance of the Dark Continent that gives every indication of outselling her previous work.

NO writer has been more successful than **STANLEY SHAW**, author of "Hearts Afire," in catching the real spirit of the Canadian wilds. It is not necessary for him to "look up" information about the Far North; he knows it from experience, and any story of his can be depended on to delight the reader fond of the open spaces.

"**I**T'S really unfortunate that 'The Whisper on the Stair' is selling so well," says **LYON MEARSON**, its author. (He is, by the way, the editor of one of our most popular magazines.) "For five years I have been dreaming of slipping away to Vienna to bury myself and write the 'great novel'; now I'll just have to go on writing mystery stories. Of course its a blow—but I'm not going to let it unnerve me. By the time I've written forty or fifty novels I'll have quite forgotten the incident, I suppose."



HARRY SINCLAIR DRAGO, whose latest novel, "Following the Grass" (a pioneer tale of the early Sixties), is already in its second edition, discovered a gold mine in Northern Nevada, and with no other tools than pen and pencil, is able to "work" it most profitably. Nevada was just waiting for some novelist to "discover" her, and she refers to him now as "Nevada's own"—which pleases the author almost as much as the size of his royalty checks.

G. P. PUTNAM'S SONS, New York

They Say Women Are Doing the Important Writing



SOLITA SOLANO, the author of "The Uncertain Feast," was a newspaper woman of established reputation before she turned novelist. She is a wanderer by nature, living now in London, now Shanghai, now Paris. At present she is in Vienna working on a new book. "The Uncertain Feast" is a vivid tale of American life, the graphic picture of a hard, successful, business man who makes a failure of life. It is the woman in the case.



CYNTHIA STOCKLEY needs no introduction of any sort. Already she knows half the book-buying public of America. She is half pioneer and half *femme du monde*, dividing her time between Paris and the African veldt of which she writes with such glowing color. "Dalla, the Lion Cub," is her latest. In it she writes of the untamed African wild and its place in the romance of a beautiful young girl.



V. H. FRIEDLAENDER, the author of "The Colour of Youth" and "Mainspring," two novels which have placed her among the best writers of the day, was born in Jerusalem, the daughter of an English clergyman. Her new novel is distinguished by its beauty and veracity. It is the tale of a brother and sister and their growth into a ripe and beautiful life. One of the most distinguished novels of the past decade.

THIS is as good a picture of **ETHEL M. DELL** as has ever been published. Since she refuses to be photographed or interviewed, her publishers suffer a handicap. She is the wife of a British army officer and lives a secluded life. Her new book, "The Unknown Quantity," was issued on October 6. A London paper recently carried a full column about a man who had actually seen Miss Dell.



PLATE IV (HALF)

SOME OF THE APOSTLES

SS. ANDREW AND PAUL



1. St. Andrew is always recognizable by the transverse cross upon which he is believed to have suffered martyrdom. He, like all the Apostles, also carried an open Gospel.

2. St. Paul, as a militant proselytiser to Christianity, bears a sword in a striking position, and the Gospel. His sword, in such pictures, is symbolic of his earnest fight for the doctrines of the "Master."

3. When St. Paul is depicted with the point of his sword down, it is no longer a symbol. It is an attribute as the instrument of his martyrdom. It will also be observed that instead of the symbolic Gospel, he is bearing as an attribute, his "Epistles" or letters to the Ephesians, etc.

How to Distinguish The Saints in Art

By Their Attributes and Symbols

A New Book by

MAJOR ARTHUR DE BLES

Late Royal Welsh Fusiliers, Chevalier of the Legion of Honor, Officer of Public Instruction and Fine Arts [France], Lecturer at all the leading Galleries of Europe and America, Author and Illustrator of *THE ILLUSTRATED OUTLINE OF ART CULTURE*

Entirely New Method of Classification of 350 Saints by their Costumes (Illustrated). Important Historical Section. Complete Alphabetical Index. Other Tables of Practical Value.

Profusely Illustrated with 150-200 Informative Easily-Understood Drawings by the Author

Price \$5.00. Illustrated Folder sent on request

ART CULTURE PUBLICATIONS, Inc.

(Dept. SA), 38 West 76th Street, New York City

THE ROGET FAMILY

Of course you carry in stock the Roget Thesaurus, one of the steadiest-selling works of reference on the market. But don't overlook any member of the Roget Family.

ROGET'S INTERNATIONAL THESAURUS

OF ENGLISH WORDS AND PHRASES

"The chiefest tool of all writing craftsmen."—Dr. Frank Crane.

(Cloth \$3, Indexed \$3.50, Limp Lea. \$5, Indexed \$5.50)

ROGET'S SYNONYMS AND ANTONYMS

An invaluable book for every student of English, young or old.

(Cloth \$2, Indexed \$2.50)

ROGET'S THESAURUS

Popular Edition

(Cloth \$1.50, Indexed \$2)

ROGET'S TREASURY OF WORDS

Abridged from the International Thesaurus with special material and helps for students.

(Cloth \$1, Indexed \$1.50; Limp Lea. \$2.50, Indexed \$3)

NOTE: Every Cross-word Puzzle "fan" is a possible purchaser of the Roget Treasury.

Thomas Y. Crowell Company, New York

*A sure thing in lotteries is rare
—but here's one.*

LOTTERY

By W. E. Woodward

Author of "BUNK"



A NEW novelist for intelligent people to keep up with, said *The Nation* when "Bunk" appeared. "Lottery" is even better than "Bunk." Here is a writer, intellectual, yet powerful, knowing a lot, yet laughing a lot. "Lottery" is the story of Jerry Garrison, lucky, stupid, roystering, beloved of women. He starts out in life with nothing and becomes an American hero by accumulating a million dollars before he is thirty.

"Lottery" is the book for which every one who read "Bunk" has been waiting—a book that will be laughed over, thought about, talked about—in other words *a book that will sell!*

\$2.00

To be published October 15th

HARPER & BROTHERS

Publishers

49 East 33d Street

- -

New York, N. Y.

DELL WILL SELL

So Order Generously of

THE UNKNOWN QUANTITY

Ethel M. Dell's characteristic best seller

Here's a glamorous new love story by the author who has never had a failure. It is the kind of novel that made Miss Bell's books popular. \$2.00.

A "Wow" by the Prince of American Slangage

LOVE AND LEARN

By H. C. Witwer

The hilarious experiences of a telephone operator told with the Witwerian wit and twist. \$2.00.

Three Reasons for Recommending

THE COLOUR OF YOUTH

By V. M. Friedlaender

The New York Times says:—"Colorful and moving—rich with a sensitiveness to life and kindly in its irony. Her humor lights the story with a deft and probing touch—a rare human story told with relish."

The New York Evening Post says:—"Something fine and new. Her pages are rich in the poetry of suggestion and her sentences sing, she has assembled a number of characters carefully, individualized and lovable—a fresh and moving novel."

The Boston Transcript says:—"The character drawing is remarkable. The use of the English language is effective, colorful, yet satisfying. A beautifully conceived story which deserves deep appreciation. The author possesses rare insight into human beings." \$2.00

G. P. PUTNAM'S SONS :: 2 West 45th Street :: NEW YORK

Macmillan Books for Boys and Girls



The Little Library "Riches in small packages"



THESE little classics are the first book friends for the smallest book-lover. Bound and jacketed in bright orange, green and blue. Gay endpapers. Many pictures. \$1.00.

New titles, The Little Library, 1924, now ready:

The Peep-show Man, by Padraic Colum
Memoirs of a Donkey, translated by Marguerite Melcher
Goody Two Shoes, pictures by Alice Woodward
The Adventures of a Brownie, with new pictures
A Baby's Life of Jesus Christ
Sing-Song, by Christina Rossetti, with new pictures

Titles in The Little Library, published 1923, already reprinted many times, and generously welcomed by the trade. Now ready in revised blue, green, and orange bindings:

Memoirs of a London Doll, edited by Clara W. Hunt
Susanna's Auction, by Boutet de Monvel
Charlie and His Kitten Topsy, by Hill and Maxwell
The Magic Forest, by Stewart Edward White
The Rose and the Ring, by William Makepeace Thackeray
The Little Lane Prince, by Dinah Marie Mulock
The Peter Pan Picture Book, by O'Connell and Woodward

A Hint



Watch your stock of Little Library titles. Offer them to those who want their smallest children to start reading the greatest writers. These are the books older people remember as their favorites, and children themselves chuckle over, because they love fun and gay make-up. Well recommended by librarians and booksellers. Limited number of attractive booklets available.



THE MACMILLAN COMPANY

64-66 Fifth Avenue

New York

CHICAGO

BOSTON

ATLANTA

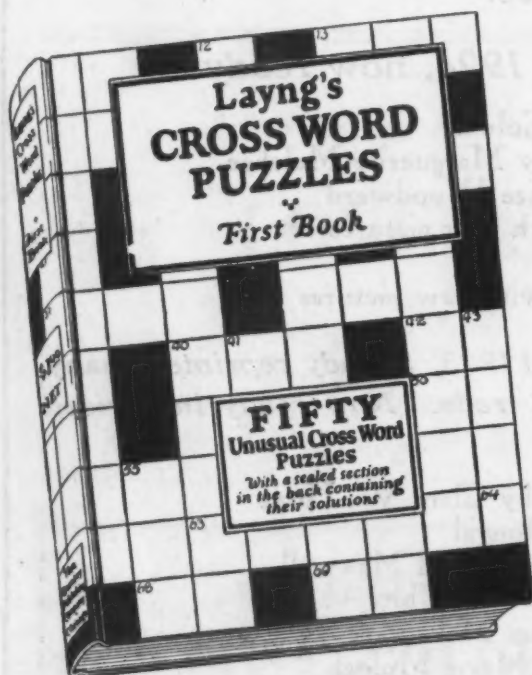
DALLAS

SAN FRANCISCO

Now Ready!

*The Cross-Word Puzzle Book that is
Taking Fans by Storm*

Layng's Cross Word Puzzles First Book



Its Big Selling Points

- 1) *Fifty Puzzles of unusually artistic design,*
- 2) *No obsolete words, rough spots or poor definitions.*
- 3) *Sealed section in back containing solutions,*
- 4) *Handsomely bound in boards, 5 $\frac{3}{4}$ x 7 $\frac{1}{2}$ in.*
- 5) *Striking jacket.*

\$1^{.00}
net

Discounts to the Trade - 50 - 40%

100 - 40% & 1c, 250 - 40% & 2c, 500 - 40% & 2 $\frac{1}{2}$ c
25 - $\frac{1}{3}$ & 7 $\frac{1}{2}$ %, 10 - $\frac{1}{3}$ & 5%, less than 10 - $\frac{1}{3}$

Wire your order for immediate delivery. If
not satisfied return shipment at our expense

The Stanley Publishing Company

523 Plymouth Court

Chicago

**Dutton's
New
List
of**



**Books
for
Children
Now Ready**

Send for this Catalogue before Children's Book Week and check your stock

Among the year's new titles are:

FOR THE LITTLEST

THE SAD GARDEN TOAD AND OTHER STORIES. By Marion Bullard

The Toad was sad because eternally obliged to look at the under side of things instead of flying to the tree-tops to get the broader view. Illustrated in flat tints and broad outlines. In press

WHEN WE WERE VERY YOUNG.

(Verses from "Punch" by A. A. Milne)

That versatile writer, A. A. Milne, has written some of the most charming verses for and about children. They are illustrated with the equally whimsical drawings by Ernest H. Shepard. In press

FOR LITTLE GIRLS AND BOYS

SHOEMAKER'S SHOES.

By Mary Wolfe Thompson

Freddy's shoes made it possible for him to learn much that was interesting—things grandfather's clock and grandmother's old furniture knew of the tree on which Freddy grew. \$2.00

ALL BY OURSELVES.

By Mabel L. Robinson

Tells of how two plucky youngsters managed, when they were left alone, to care not only for themselves but for a garden and a horse, besides digging clams and lobstering. \$2.00

LITTLE LUCIA'S ISLAND CAMP.

By M. L. Robinson

An entirely independent story, but still the same "Little Lucia," whose Collie, grown older now, is still with her. Children enjoy every bit of it even the part where James gets lost in the woods and Laddie has to "fetch him." \$1.50

ESPECIALLY FOR BOYS

BOYS' GAMES AMONG THE NORTH AMERICAN INDIANS.

Illustrated by Hugh Spencer.

By Edith Stow

From the records of the earliest visitors to many tribes have been gathered the details of the ways in which the Amerindians played games some of which can be classed with scientific athletics. A capital book for any boys' playground. In press

THE BOYS' BOOK OF THE EARTH.

By Sidney Aylmer Small

Author of "The Boys' Book of Electricity," etc.

The story of the Earth from its beginning. Fully illustrated.

\$2.50

HARI THE JUNGLE LAD.

By Dhan Gopal Mukerji

Author of "Kari the Elephant," "Jungle Beasts and Men."

Vivid with the author's memories of what he knew as a boy on the edge of the jungle, where tiger hunting, elephant tracking, and so on, were a part of his life.

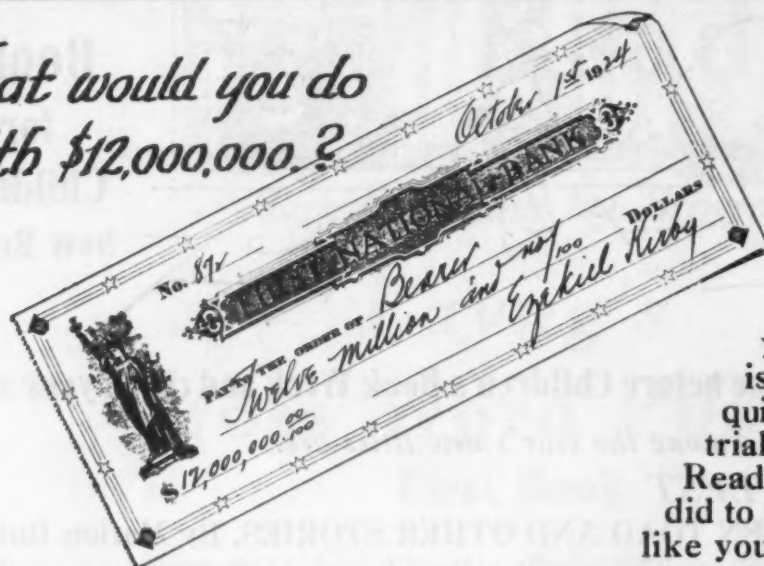
\$2.00

Do not allow yourself to miss sales through overlooking the unusually excellent list of books for children published by

E. P. DUTTON & COMPANY, 681 Fifth Ave., New York

Both of these books will be backed by good advertising

*What would you do
with \$12,000,000.?*



WOULD a lot of money make you happy? Being rich is a life work that requires training and has trials you never heard of. Read what \$12,000,000.00 did to the Kirbys, who were like you, as

Stewart Edward White

— tells the story in

The GLORY HOLE

Ready, Oct. 17th. Price, net, \$2.50



Robert E. McClure

spent four solid years writing his first novel. He then showed it to Booth Tarkington and Tarkington enthusiastically praised it as "a big piece of work." We think McClure's story is one of the best novels we have ever published. You are going to hear about.

The Dominant Blood

Ready, Oct. 24th. Price, net, \$2.00

DOUBLEDAY, PAGE & CO.

GARDEN CITY, NEW YORK. IN CANADA: 25 RICHMOND ST., W., TORONTO

The PUBLISHERS' WEEKLY

THE AMERICAN BOOK-TRADE JOURNAL

NEW YORK, OCTOBER 11, 1924

The Value of Bookstore Locations

By G. B. Bingham

General Manager, The Burrows Brothers Company, Cleveland

G. B. BINGHAM, the General Manager of Burrows Brothers, of Cleveland, has written, at the request of "The Publishers' Weekly," this article on the importance of location in any study of the bookseller's vital problems. Burrows Brothers, with a main shop and branch shops in very different locations in the same city, are in an unusually good position to present the problem in its various phases.

LOCATION plays a vastly important part in the success of a retail book business. An inexpensive location with a rental within the means of the business may prove its undoing thru the scarcity of prospective buyers. On the other hand, a good retail location with a heavy buying traffic may cost so much as to be beyond the reach of the book business, altho perhaps easily within the reach of other lines of business.

Without attempting a scientific classification, retail locations for the purpose of this discussion might be thought of as follows:

- "100% Locations"
- "Near 100% Locations"
- "Side Locations"
- "Neighborhood Locations"
- "Coming Locations" and
- "Has Beens"

A "100% Retail Location" would enjoy the heaviest buying pedestrian traffic. A heavy pedestrian traffic that does not buy—as for example that near a railroad terminal—would scarcely constitute a "100% Location."

A "Near 100% Location" would be in the immediate vicinity of the "100% Location," perhaps on the same street but somewhat farther removed from the densest traffic.

A "Side Location" would include side and secondary streets, and arcades, tho, of course, tributary to the "100%" and "Near 100% Locations."

"Neighborhood Locations" derive their business solely from the neighborhoods which cluster about the important outlying points in the larger cities.

A "Coming Location" would be found in the path of the city's progress. Most cities grow in certain well-defined directions. New York is developing north along Fifth Avenue, while here in Cleveland the movement is distinctly east along Euclid Avenue.

A "Has Been" would be any good location that has become stranded in the wake of the city's progress. It is usually said to have gone to seed.

The aim of the aggressive bookseller is toward the "100% Location" for this very good reason—Books taken individually, are not an important or costly item in the mind of the prospective buyer. His purchase of a book does not require long and careful deliberation as the purchase of a piano might. With him it is usually a pick up item—more like a collar or a tie. Hence it is ordinarily difficult to entice him very far out of his way solely for the purchase of books. This is, if anything, even more

true of women than it is of men—for women dislike exceedingly even to cross a busy street.

But the bookseller specializing in books alone rarely, if ever, attains his aim with regard to the "100% Location." The difficulty comes when he tries to operate in a "100% Location." If he specializes solely in books, he finds immediately that his margins and turnovers, even with the maximum volume that the "100% Location" affords, does not permit him to pay the high rents which other lines of business have forced up in competition. So he soon seeks a less ideal but less costly location. Indeed, it is a juggling fate to strike an exact point between the suicide of high rents on the one hand and the certain destruction of an off location on the other.

Two Factors That Influence a Choice

Two factors enter largely into the bookseller's choice of a successful location. (1) The nature of his business, and (2) the class of people to whom he intends to cater.

By the nature of his business is meant—

- (1) Will he specialize solely in books? or
- (2) Will he, as most booksellers do, add other lines of merchandise, such as social stationery, fountain pens and mechanical pencils, greeting cards, art goods and artists' materials, magazines, leather goods, and games and novelties? or
- (3) Will he, as is rarely done, operate a complete office supply establishment in conjunction with the book stock and send several salesmen thruout the city? or
- (4) Will he operate a centralized business in one main establishment? or
- (5) Will he decentralize his business somewhat in the manner of the best chain store practice?

By the class of people to whom he intends to cater is meant—

- (1) Will he cater to the exclusive trade which prefers an elaborate service, and will buy costly art objects and other long profit merchandise with only secondary consideration for price? or
- (2) Will he cater to the great middle classes and go in for volumes?
- (3) Will he go in for cheap stuff, featuring second hand books? or
- (4) Will he cater to the "browsing class"—authors, artists, teachers, and others who prefer to seek out some quiet unobtrusive nook where they can dream over their purchases for hours?

His decision in each of these respects will vitally affect his choice of a location. The shop handling books exclusively may succeed in a "Side Location"—but it is difficult for me personally to understand how a specialized book business can succeed in a big way in a 100% location with conditions as they are today.

Simply and briefly stated, the problem is this—Books, which individually do not represent a large cash outlay and which are generally regarded as convenient pick up items, in order to be sold in the greatest volume *must* somehow get a showing in the main or "100% Locations." However, the gross profits after the losses from dead items are subtracted aren't enough to permit an out-and-out book business to stand on its own legs.

It is perhaps for this reason that one rarely finds a business which has been able successfully to specialize on books alone. It is my firm conviction that only by combination with other lines can the book business as it is at present conducted find its way to "Main Street." I feel assured that the public would readily pay higher prices for books, especially if those books were to be kept more persistently and compellingly before the public's attention in convenient "100% Locations."

It must be understood that the bookseller is in a totally different position from the department store. A typical department store will move great quantities of a few of the season's favorites. It will enjoy enormous turnover and have little or no dead stock at the end of the year. Neither does it feel a special responsibility to the public in the matter of service. If a customer asks for some relatively uncalled for book the sales person may say—"Try at a bookstore—we don't carry it!" and the customer doesn't seem to resent it. But often the bookseller who makes the effort to supply all the demands of the public is caught each year with dead items that he must mark down and sell at a loss if he is to avoid the strangulation of slow turnover.

The Modern City Has Several Business Centers

However, to return to the subject of locations, a business will be found now and then like our own which will combine in an ideal and profitable way a complete office supply establishment with the regular book and stationery business. Our books and stationery at the front of the store constitute the attraction, while the office supply items occupying the less valuable portion at the rear, with their long margins are profit

builders. In this way we are able to use a fine location on the principal retail thoroughfare and operate profitably a two-sided business which does give a 100% outlet to our books. It is to be noted, however, that we do not depend wholly upon the store business for volume, but in addition, employ a force of salesmen who cover the entire city and specialize on office supplies.

It is my belief—and the present conduct of our business is an exemplification of that belief—that decentralization in the book and stationery business will develop possibilities undreamed of in the past—particularly where the book and stationery business is combined as ours is with an office supply business.

The modern industrial city is no longer one great community centering about a single business zone and grading off into factory and residential zones. It is rather a cluster of several communities each having its own business center. The development of rapid transit facilities and the automobile have made great distances possible in the large city, so that the modern city will be considerably more extended than has been true in the past. Parking conditions in the old-time down town districts are becoming so intolerable that people both as individuals and as supply buyers for small business establishments will buy locally whenever they possibly can in preference to going down town.

Neighborhood Locations

This tendency I believe will gradually magnify the importance of "Neighborhood Locations" as profitable outlets for the book and stationery business. At the present time we are operating profitably in addition to our large main establishment two branch neighborhood stores and three branch neighborhood circulating libraries. While much the same consideration is obtained in selecting a "Neighborhood Location," the problem is, of course, of much less magnitude. Often, as in the case of a circulating library—or perhaps of a small book corner—one could secure space with some local merchant who had already become established and whose business might be benefited by such a step. For example, two of our circulating libraries are located in the front corners of two attractive neighborhood music stores—a line of business which seems to combine very nicely with books.

The bookseller who caters to the wealthy exclusive trade will generally go in extensively for art and other long margin lines. His location will usually be a "Near 100%"

one, just beyond the edge of the "100%" zone but always in a "Coming Location."

The bookstore catering to the masses and seeking volume should select a good standard location in the "100%" or the "Near 100%" zone. It should be in the neighborhood of the big department stores, for they attract the masses.

The side of the street that is shady in the afternoon is usually preferred by the women. Hence it is often called the women's side. Here will be located the most successful department stores; waist and lingerie shops, dry goods, cloaks and suits, five and ten cent stores, and bakeries. On the opposite side will be the men's clothing stores, haberdasheries, men's shoes and hats, quick lunches, pool parlors, shoe shining parlors, and cigar stores.

Percentage of Rent to Sales

If the bookstore in question handles supplementary lines that appeal particularly to women it would be important to locate on the women's side, if possible, as women dislike to cross busy streets. If an office supply department is operated in conjunction with the book, circulating library or stationery departments, it would be better, as well as less costly, to locate on the men's side.

The cheap establishment, and the second-hand store, unless it pretends to the "old and rare" would naturally seek a "Side Location" on some secondary street where its clientele would most likely be found. The quiet shop—usually a small affair tended by the proprietor himself or by a member of his family will usually thrive in some quaint side street or often an arcade location will do very well.

When it is necessary to make a change in location and a "100%" one cannot be had, a "Coming Location," if it isn't likely to be too long in developing, or isn't already overrated, will often spell success in the face of most other adverse conditions.

A "Has Been" is, of course, to be studiously avoided. A long established firm in a location that is slowly going to seed is often very sorely tried indeed to decide just the time at which a change could profitably be made.

The percentage of rent to sales that a book and stationery business can afford to pay would vary exceedingly with the nature of the business. Where books are the major item, 5% might prove excessive. Where fine stationery, etc., represents the major portion of the volume 12% may not be too high. Seven per cent could most often be regarded as a healthy medium in a well-planned business.

Retail Store Location

II

Site Factors

Physical Location

AS important as the choice of the community is, the choice of a site within the community is frequently just as important. There are two points to be kept in mind. A factory can move without suffering a tremendous sales loss, but not so with a retail store. Too much emphasis should not be laid upon conditions of today; special consideration should be given to the possible economic changes of tomorrow.

One of the outstanding examples of changing economic conditions is the shifting of population with a consequent moving of the retail center. There has been a definite shifting of business centers in most communities especially since the coming of the automobile. Not on the movement of business centers alone has the automobile had its effect, but it has also changed many residential districts. Moving the store in order to cope with these changes is attended with many difficulties which are often impossible to overcome. For this reason, site location should be carefully considered at the outset.

The store that caters to a particular class of trade is often located at a point near this trade. This proximity to the consumer may be necessary to secure the desired patronage. Hence, the shifting of this class of trade must be closely studied so that contact with the market will not be lost.

After determining the approximate locality in which location is desired, there are a number of factors influencing the choice of the particular street. The distance of the street from the lines of communication is very important. Usually, in all but the larger cities, the main shopping street is the one traversed by street cars. Street-car lines may serve numerous types of communities. Therefore some analysis should be

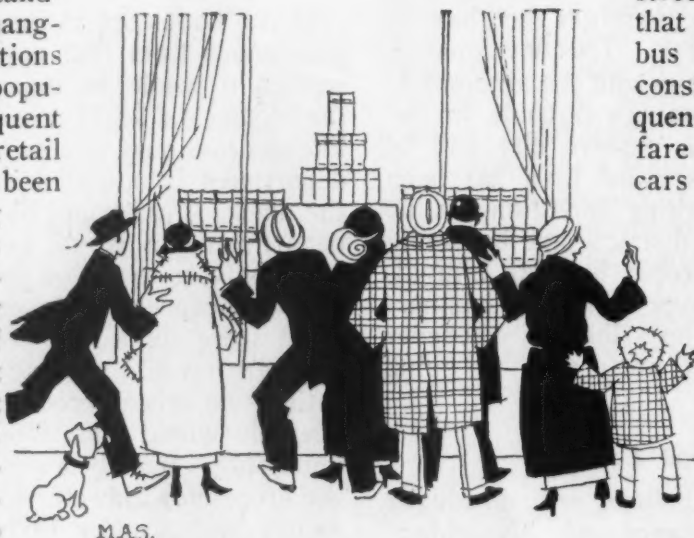
made of the traffic that the car lines carry. Street cars coming from one district will bring a different class of trade from that brought by cars coming from another district. Then again, it may be desirable not to locate the store on a street with street cars. This might depend on the buying habits and the type of customers. Customers with automobiles may prefer to go to side streets, where there are no street cars, to avoid the traffic. In addition to the

street cars, those streets that are traversed by the bus lines are worthy of consideration. The frequency of service and the fare of either the street cars or the bus lines will affect their importance with regard to street location.

Many of the present retail districts originated before automobiles were so numerous and, therefore, many of the streets are not wide enough to afford requisite

parking facilities. Most cities have been compelled to make parking restriction and, no doubt, there will be many more made in the future. Some streets have been made one-way thoroughfares to facilitate the handling of traffic. Both of these facts need be given consideration in the selection of any street as a location for a store. Due regard should be given to the effect of present and possible future restrictions upon the proposed business. In some businesses the need for space to park cars is not so imperative as in others, depending somewhat on the length of time consumed in making purchases.

Somewhat analogous to the restrictions mentioned are the zoning regulations that are made by cities. These regulations probably pertain more to manufacturing industries than to the retail trade. Some of the zones are, however, restricted to residential properties and do not allow merchants to enter. Such districts may be ideal locations for a neighborhood store but, being excluded



by law, the distributor must content himself with some other location.

Some streets offer very much better advertising advantages than others. This is true not only because there is a greater number of passers-by, but also because some streets may be easier to find than others. The importance of the latter factor would, of course, be in proportion to the amount of trade drawn from the surrounding territory. Often the farmers and other visitors will know only a few streets in a city. Hence the advertising may become more effective when the visiting customer is already familiar with the location.

One side of a street is usually more popular than the other. There may be several reasons for this. If the street is not level, the upper side is usually more traveled than the lower. This may be accounted for by the fact that the upper side of the street is cleaner, or that the human tendency is to get on the upper side of things. Then, again, there is the question of the shady or sunny side of the street. In the summer the preference for the shady side becomes quite marked, and this is especially true for women, who do much of their shopping in the hottest part of the day. Sunlight is always an important factor to be considered in locating a retail store. Shoppers naturally seek the protection of the shady side of the street in the summer, and the sunlight affects the displays that the store makes in its windows. Satisfactory displays are more difficult to make in sunny windows than in those in which the light is controlled or shaded; a bright glare from the outside tends to make a mirror of the plate-glass windows, preventing the best appearance of any display. Then, too, the sun's rays will spoil some types of goods, especially the delicate fabrics displayed in the windows of stores catering to the trade of women.

It is possible, however, that for certain reasons the sunny side of a street may be preferred. An analysis of sales may show that the largest business is done in the winter months, during which time the traffic may prefer the sunny side. The rent is usually cheaper on the sunny side. Another

factor in determining the preferable side of the street is the convenience to the street-car stops. When a car stops people usually go to the nearest curb, rather than cross the street. The distance of a location from a prominent transfer point is a very important factor. Customers transferring to other parts of the city may take time to make a purchase, but in order to do so they would prefer not to get off the car any considerable distance from their transfer point.

Nature of the Surroundings

The number of people traveling upon one side of the street may be influenced by the general condition of the surroundings. If one side has a number of old, tumble-down structures, empty buildings, billboards, or other unattractive features, people will take the other side of the street if it appears more attractive. Most women avoid smoke, noise, bad odors, or dust, and if one side of the street is more pleasant in any of these particulars than the other, it will be preferred by pedestrians. The stores that have already located in good places draw larger and larger crowds. Consequently, places near old successful stores may be of great value. Most merchants object to having a vacant storeroom adjoining them, as it gives the appearance that business is not booming in that neighborhood. The past record of a building for stores also sometimes influences its value for a going concern. If there have

been a number of failures in it, it seems to get a reputation for being "hoodooed."

Some stores go well in groups. One reason for this grouping is the convenience of the customer, as it affords opportunity for the shopping and purchasing of a number of different kinds of articles in one vicinity. Another advantage of locating competing stores close together is the

possibility of drawing trade from customers who had, on coming to shop, planned to go directly to a competitor. The stores thus established are not always competing stores. Very frequently they arrange themselves into complementary groups co-operating with each other in the attraction of custom as well as in the making of sales.

THIS is the second section of the government pamphlet on "Retail Store Location," which we are reprinting in "The Publisher's Weekly." Last week we printed a chapter which should be of interest to everyone starting a new bookshop—a chapter on the selection of the community for a store. This week the chapter discusses all the factors to be taken into consideration when one chooses a store site. "Retail Store Location" was prepared by the Department of Commerce under the direction of Laurence A. Hansen.

Analysis of the Traffic

"The most essential element of a good store location is the opportunity it offers to sell goods where people naturally come to trade, either because of convenience or because of habit." This factor is recognized by the majority of merchants, and its comparative effect is usually determined by an actual count of the passers-by. Other things being equal, the location passed by the greatest number of people is the most valuable for retail store purposes. But other things are not equal, and for this reason some analysis of the passing traffic with regard to the types of goods purveyed is essential. The actual volume of traffic may be analyzed by the hours of the day. Large crowds of working people hurrying to and from factories at times of opening and closing are not good customers for some types of goods. The hours at which traffic is heaviest are important as indicating the purpose on which it is bent. On certain days of the week the traffic is heavier than on others, notably, of course, on Saturdays. Again the

passers-by may be analyzed according to sex, women being more important to department stores and men to cigar stores. But probably still more important is the attempt to classify the traffic as to whether they are shoppers, commuters, laborers, amusement crowds, or what not. The number of people who come out to shop and to buy is the real factor of importance in the total that pass a location. The count of traffic may be of particular usefulness in making a choice between two sites, when the passers-by are known to be of the same general type. Such a count should, however, be made under similar conditions, that is, as to hours of the day and the day of the week. Much of the value of the corner location is derived from the increased number of passers-by. Such a location is accessible to the traffic of two streets. The same philosophy located the country general merchandise store at the crossroad. Another valuable feature of the corner store is the increase in window space, with a consequent appreciation in value as an advertising medium.

Biographical Booklets

Good Publicity Material That Should Grace the Reference Shelf

A FIELD of advertising which many booksellers often neglect, is the advertising afforded by the distribution and use of the numerous free biographical pamphlets prepared by publishers. These offer an opportunity for the bookseller to arouse book interest in customers at a small cost to himself. Bookbuyers are almost always interested in anecdote and biographical material about their favorite author, which is available in most cases only in "Who's Who." This volume is not easily accessible, while the pamphlets in handy format, sent to the customer, require no labor on his part in looking up the desired information. "Who's Who," and similar reference books are only satisfactory for mere statistics; whereas the brochures often contain reprints from magazines (of articles about authors) and other interesting material. They may be made use of in a variety of ways, kept on the wrapping table to be inclosed in packages, sent out with statements, distributed at book fairs. There is also the possibility of sending them to schools and libraries for free distribution. They certainly should be filed for future reference in the shop.

The need and popularity of biographical data is clearly demonstrated by the imme-

diately success of the first Grant Overton book, "When Winter Comes to Main Street" (Doran). Pleased and delighted customers were certainly made, altho the immediate buying response could not be checked up. Following the success of the first volume by Mr. Overton, came "American Nights Entertainment," of last year (the books and authors of Scribner, Doran, Appleton and Doubleday), and finally the two volumes of the present year, "Cargoes for Crusoes," (Appleton, Doran and Little) and "Authors of the Day," (Doran) made up of chapters drawn from Mr. Overton's two earlier books. These four volumes offer the most interesting material about modern books and authors and should be kept on the same shelf with the Trade List Annual, United States Catalog and other reference books by all well-conducted shops.

In addition to the Overton series of books there are several others that offer similar possibilities to the bookseller for reference and as an aid in arousing book interest. Intelligent sales talk and material for answering the innumerable customers' queries about authors' books, idiosyncrasies and habitat are also available to the bookseller, librarian and their assistants, from such books as Manly and Rickert's "Con-

temporary British Literature" and "Contemporary American Literature," (Harcourt); C. Lewis Hind's "Authors and I" and "More Authors and I," (Dodd); Carl Van Doren's "Contemporary American Novelists" (Macmillan); George Gordon's "The Men Who Make Our Novels" (Dodd); St. John Adcock's "Gods of Modern Grub Street" (Stokes); A. S. Hoffman's "Fiction Writers on Fiction Writing" (Bobbs); "The Borzoi," 1920 (Knopf); Bessie Graham's "The Bookman's Manual," (Bowker), and T. L. Masson's "Our American Humorists," (Dodd). The majority of booksellers would find no great difficulty in having a reference shelf of some of these books or books of similar character available, not only for his own private perusal, but for recommendation to customers as books to purchase or read. This shelf should be in a convenient location for both staff and customers.

As to the booklets prepared by the publishers, one cannot stress too heavily the importance of this form of advertising. Most of the material appearing in these booklets is not to be had in any other form, and some publishers like Doubleday, issue a series of most elaborate booklets. All of this material should be carefully arranged in convenient and accessible form in inexpensive files. Along with the reference books mentioned above and the other regular bookselling tools they should constitute a practical and inexpensive business aid. A partial list of such material available now, a list which can be supplemented from time to time, follows. Booksellers who have not procured these may do so on application to publishers.

The Century Company

"The Poetry and Prose of Cale Young Rice"
 "Cale Young Rice Alice Hegan Rice"
 "Edward Alsworth Ross"
 "Harry A. Franck"
 "Marie Conway Oemler"
 "Frederick O'Brien"
 "Johan Bojer"

Dodd, Mead and Company

"Louis Couperus"
 "J. Henri Fabre"
 "Anatole France"
 "William J. Locke"
 "Archibald Marshall"
 "Ralph Waldo Trine"

Geo. H. Doran Company

"Irvin S. Cobb: Storyteller"
 "Hugh Walpole: Appreciations"
 "Mary Roberts Rinehart: A Sketch of the Woman and Her Work"
 "Frank Swinnerton: Appreciations"
 "Arnold Bennett: Appreciations"

Doubleday, Page & Company

"Ellen Glasgow"—Louise Maunsell Field.
 "O. Henry Papers"
 "The Kipling Index"
 "Selma Lagerlöf"—Harry E. Maule
 "William McFee"—Harry E. Maule
 "Christopher Morley"
 "Booth Tarkington"
 "Stewart Edward White"

Harper & Bros.

"Arthur Guiterman"
 "Edna St. Vincent Millay"

Henry Holt and Company

"Robert Frost: The Man and His Work"
 "William De Morgan and His Wife"

Houghton Mifflin Co.

"Portraits of Authors"
 "Dallas Lore Sharp: The Man and His Books"
 "Robert Haven Schauffler"
 "African Clearings—Jean Kenyon Mackenzie"
 "The Modern Dumas—Sabatini"
 "The Twin Books"
 "Kate Douglas Wiggin"—Frances Hodgson Burnett
 "Ap-i-kun-i the Story-Teller—James Willard Schultz"
 "Amy Lowell"—Richard Hunt and Royall H. Snow

Alfred A. Knopf Inc.

"Joseph Hergesheimer"
 "Floyd Dell"
 "Knut Hamsun"
 "H. L. Mencken"
 "Willa Sibert Cather"
 "J. S. Fletcher"

J. B. Lippincott Company

"A Beloved Author"—Grace Livingston Hill

Frederick A. Stokes Company

"Alfred Noyes"
 "Honoré Willsie"
 "Frances Hodgson Burnett"
 "The Making of Doctor Dolittle"

THE Publishers' Weekly

The American Book Trade Journal

Founded by F. Leyboldt

EDITORS

R. R. BOWKER

F. G. MELCHER

October 11, 1924

I HOLD every man a debtor to his profession, from the which, as men of course do seek to receive countenance and profit, so ought they of duty to endeavor themselves, by way of amends, to be a help and ornament thereunto.

—BACON.

Anthologies

THE question of anthologies and their making has been several times under discussion from the points of view of authors, publishers and public. For the most part the discussion has to do with poetry anthologies, altho more and more there is developing a demand for anthologies in various other fields—short stories, essays, sermons, etc.

The author, finding this increasing demand for his best material, has to be careful to consider his own business interests and the effect of anthologies on his total income, and the publisher, owning the material wanted for such anthologies, has to consider the effect of their publishing on the sale of the same material in the original form.

There seems to be little doubt but that the publishing of anthologies fills a real need; there is equally little doubt that the arrangements must be carefully made so as to be in genuine fairness to all people concerned. On the author's part there has been criticism that the editors of anthologies have profited more by this movement than the writers of the best material used in them. It has also been said that the inclusion of poems may mean that a poet's potential public may be satisfied with that taste of the writer's work without further reading or further purchase of bound volumes. It seems a fair conclusion, however, that contemporary poets have benefited in reputation and therefore in other income by the wider sale and interest in anthologies and that their problem is to consider what should be a reasonable limit of the extension of such privileges.

The publisher has two points of view, the point of view as the owner of the rights on the original material, and the point of view as the possible publisher of an anthology. As the owner of original material, the publisher is naturally anxious that any use of such material should be acknowledged, both by some reasonable financial payment and by a full recognition of the source of the poem used, which may lead to further sales. As the publisher of an anthology, he is naturally desirous of being able to obtain, with as little trouble as possible, permission to use all of the material which the editor of the proposed work wishes to include. He may often find that this desire to quote often runs counter to the ideas of the owner of the original material, who may believe, as indicated above, that certain poems have been quoted to the limit of advantage and who believes that his author should shut down on such accommodations. Such a situation naturally mitigates against the effectiveness of the whole anthology and a profitable publication. As the sale of anthologies is apparently increasing, the problem will be continually under discussion in book producing fields and will call for tact and mutual compromise.

National Picture Week

THE publishers and dealers in pictures for home and school decoration have in the past few years been re-considering the status of their business before the public and have been taking cooperative steps, thru the American Art Bureau of 166 West Jackson Boulevard, Chicago, to bring attention to the importance of pictures. They are taking a leaf from the book of the National Association of Book Publishers and have established a Picture Week, observed this year between October 13th and 23rd. The Bureau will endeavor to encourage the plan of special exhibits during that week, both in the galleries of picture dealers and in the libraries and art museums. It helps to arrange for lectures on the subject of pictures to cooperate with schools and other bodies in arranging art programs.

Posters have been prepared, and book-sellers who make special display of their stock of books on pictures, art appreciation and interior decoration can very helpfully cooperate in this plan. Many of the books on interior decoration carried on the book-sellers' shelves will have chapters on the place of pictures in the home, and all of the well-known books on the appreciation of art will bear on this subject.

Good Trade Practice

A PUBLISHER, who was recently offered a marketable manuscript of cross-word puzzles, returned it to the author with the word that, "inasmuch as one publisher had created all the interest that existed for this form of amusement, it would be better to submit the manuscript for his development."

Another publisher had a series of new colored illustrations ordered for an old classic when he discovered by accident that a younger house had planned to include an illustrated edition of the same title on its list of announcements. He cancelled his plan rather than discourage a new firm with the complications and quietly proceeded to find a new title.

Book Reviewing Again

THE art and practice of book reviewing has received much new attention in the past few seasons and its technique and possibilities have been re-examined from many points of view. Perhaps as a result of this there has seemed to be a real improvement in the character and effectiveness that such new pages have developed.

A very interesting book page in its possibilities is that which has appeared in the *Woman's Home Companion*, written by Marguerite Mooers Marshall. The October page, prominently placed in the front of the magazine and beautifully decorated by T. M. Cleland, one of the leading artists of the country, carries the title, "Books That Will Make You Think." The article in the June issue was entitled "Books You Will Want to Read and Why," and the page, with some supplemental titles, has been included in a leaflet describing more than 50 books, which the Book List editor of the *Woman's Home Companion* sends on receipt of postage. This is a very practical follow-up to a very excellent page.

What Miss Marshall succeeds in doing is to take a group of books and make a page that is readable on its own account and yet gives a very clear idea to the reader as to the character of the books being discussed and the probability of the reader's wishing to select the titles for complete perusal. In this current article on "Books That Will Make You Think," discussion is given to such books as "Cobb of 'The World,'" David Lawrence's "True Story of Woodrow Wilson," William Allen White's "The Editor and His People," Dr. Vernon Kellogg's "Evolution," George Bernard Shaw's "St. Joan," Hergesheimer's "Balisand," Dr.

Rinehart's "The Commonsense of Health," Dr. Walsh's "Mastery of Fear," Arnold Bennett's "Elsie and the Child" and the anthology of "Essays by Present-Day Writers."

Barred from the Dictionary

ONE of the best known examples of censorship was that which was applied to the "bright lexicon of youth" in which there was no such word as "fail." The same technique has now been adopted by the French Academy according to the recent dispatches. In discussing entries for the great national dictionary now under process of preparation, it has been decided to keep out of the book the French words for "defeatism" and "defeatist." This was resolved on at a meeting of the Academy.

"These words do not apply in any manner to the people or things of France," cried Marshall Joffre when they came up for consideration.

"Like the Germans at the Marne," comments the *New York Times*, "the words did not pass."

A Touchstone

WE are often asked how a person may judge whether he or she is the right type to go into the bookselling profession. One test that might be suggested is to spend an afternoon at the exhibit of rare books in the New York Public Library, and if the visitor feels no thrill at sight of the first editions of immortal books or feels no exhilaration from an examination of the most beautiful examples of book-making, it would perhaps be hopeless to proceed far with bookselling, at least in its more highly developed departments.

Few libraries in the world could place such an exhibit at the disposal of the public. The great foundations of Astor and Lenox and later accretions have given the New York Public Library a marvelous collection from which to draw, and this exhibit, which was first put into the cases on the first floor last May, is extraordinarily well-planned to give a well rounded picture of the history of book-making and of the high spots of literary creation. No other exhibit that could be put in that convenient exhibit room could so completely represent the glories of the library, and we should like to recommend that those who have already visited the exhibit should spend another hour there before it is gone and those who have neglected to do so should spend a full afternoon among the cases.

Book Market Tips

GROSSET & DUNLAP have just made arrangements with Scribner to bring out a reprint photo-play edition of Sir J. M. Barrie's "Peter Pan," which will be one of the great productions of the moving picture world next year.

"**O**NE Hundred Years Ago" might be the lettering on a card laid across an open copy of a good United States history. It was in 1824 that three presidential candidates so split the electoral votes that the decision went into the House of Representatives when Adams was elected over Jackson and Crawford. Many people would like to read again about that famous and bitter fight if a good volume on the subject were shown them.

ANDREW D. WHITE called Manzoni's "The Betrothed" the best historical novel ever written. The centenary of its publication falls next year. Perhaps, because of this, Macmillan has just issued an admirable new edition printed in so pleasant a format that its nearly seven hundred pages seem enticing.

DOUBLEDAY is doing good advertising and dignified advertising by printing in many of the literary papers, a checklist of the books of Joseph Conrad from "Almayer's Folly," 1895, to "The Rover," 1923, 24 titles in all. This is a good list to pin up in the bookstores, as many booklovers, attracted by the general discussion of Conrad's genius, will wish to be reminded of other titles to read.

IT seems to be the very generally accepted opinion in New York that the author of "Distressing Dialogues," published by Harper & Brothers and supposed to have been written by Nancy Boyd, is, in fact, the sole work of Edna St. Vincent Millay, who wrote the preface. This opinion comes so fully substantiated that it would be well for those who deal in first editions to tell their buyers that here is another book for collectors' purchase. The dialogs originally appeared in *Vanity Fair*.

TWO different editions of a new book by Johanna Spyri, author of "Heidi," have just appeared. The German title of the new book is "Ein Landaufenthalt von Onkel Titus," called "Uncle Titus" in the Crowell edition and "Dora" in the Lippincott edition.

KNOPF is bringing out some of the novels of M. P. Shiel, an English novelist whose work has been neglected for some time. "The Lord of the Sea," one of the first of his novels to be published by Knopf, contains an introduction by Carl Van Vechten.

WILLIAM ALLEN WHITE praises the forthcoming "Autobiography of Mark Twain" stating that it contains a lot of Mark Twain's fine work. It will also have quite an interest from the bibliographic standpoint, for those who purchase the first edition.

ANNE CARROLL MOORE'S long awaited book "Nicholas," announced for publication a year ago by the Putnams, has made its appearance. The cause of the delay, according to the author, lay in the fact that all along "Nicholas" was twins and that in due time another volume will appear.

LITTLE, BROWN announces for publication in November a new biography of Stevenson by John A. Steuart, an English novelist. It will be published in two volumes, and in it Stevenson is presented as a real human man.

F. P. A. writes in the *New York World*:
 "If you want good reading,
 I pray and beseech:
 Buy 'The Back of the Book'
 by Margaret Leech."

DEAN INGE of St. Paul's in London will visit America again this year to deliver a series of lectures at Yale University. Longmans are republishing his lectures delivered on the occasion of his first visit to America entitled "Personal Idealism and Mysticism."

THE series of health booklets which Funk & Wagnalls are publishing for the National Health Council at 30c. each has now been completed by the issuing of the four on "Exercises for Health," "The Child in School," "The Health of the Worker" and "Adolescence." The National Health Council is a cooperating organization of nine important groups including the American Red Cross, American Public Health Association, American Child Health Association and others of equal dignity.

Adventures While Collecting Books

By Joseph J. Barton

IV

Sandy and Bill

A COUPLE of years ago a friend drove up to the house, honked his horn until I went to the door, and then invited me to take a ride. On account of the heavy Sunday pleasure traffic, we avoided the well-beaten paths and idled along over many ill-kept and obscure lanes and roads. Somewhere north by northeast on the outskirts of a little town in North Jersey I espied a second-hand shop and there were a lot of books in the window. George stopped the car and I took a look, and from what I could see I thought it worth while to come again when the shop was open. In a few days I got around and found about fifty books I could use, really good books.

Generally places of this kind have nothing of interest, just stuff that remains after a dozen or more book hunters have been over the lot, but Bill (he said that was his name) lived in a town that had escaped the professional buyers; his customers were of the poorer and more uneducated class, and they bought the kind of books I didn't want, and left the good items, so everybody was satisfied. Most of the stock had been acquired at an auction sale in the country, and the man who had owned it knew something about books. The visit led to many more and I bought a good many books in the course of a year, but gradually my acquisitions grew smaller, and as Bill seemed to have cleaned up the surrounding country, I made my calls at longer intervals.

I had not been around for a month or more; then one day I got a 'phone call, and

Bill wanted to know why I hadn't been around lately. "Got anything, Bill?" I asked. "I've got a truckload, and they are all over the floor and in my way; come out and see if you can't use some of them."

There are tuneful light operas of which I am very fond, but I have never heard sweeter music than "I've a wagonload of old books, come over and see if you cannot use them."

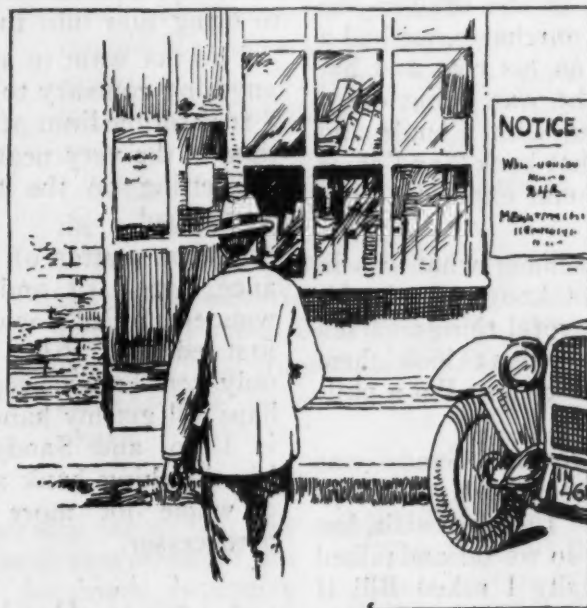
I picked out a hundred and fifty-six of them, and Bill bundled them up, put them in his flivver and delivered them at my house for a very reasonable sum. The books had belonged to a spinster whose maternal grandmother was the sister of a celebrated American poet and author, and she had

inherited all this stuff. Now she was going to move out of town and was tired of packing and shipping books, so she gave Bill a wagonload and gave a protégé, a theological student, another wagonload.

The next day or two I had a lovely time going thru my books, and then I received a letter from my friend "Sandy, the Bushwhacker," who wrote he would be pleased to receive a card from me, saying I had a thousand and one old pamphlets to look at, and to come over Sunday—he added that he had money in the bank which was fairly shrieking to get out and be spent.

I grabbed my 'phone and told Sandy to "come a'running."

After he had been at my house for a few hours that bank account which had been shrieking with joy, had changed its tune to a moan of pain.



In a drawer of my desk I had placed what I considered the gem of the lot, a panelled calfbound volume of old pamphlets, the youngest of which was dated 1746. Sandy was sitting back in his chair, a smile of contentment on his handsome face, a look of the cat after he swallowed the canary. I shuffled around in the desk drawer and accidentally ran across the gem; with a nonchalant air I said, "I don't suppose you would care to pay the price I want for this," and made a move to put it back in the drawer.

Sandy put out his hand and replied, "Let me look at it, anyway; what do you want for it?"

I told him I hadn't looked up all of the pamphlets yet, but had placed a tentative price of a hundred dollars on it. He tried to bluff me out of that book for less, and I reminded him that I knew he didn't want it.

I put the book back in the drawer—he gave me a check for his purchases, we had a cup of tea, and he got on his coat and hat and said goodbye. As he was going down the front steps he turned with a smile and said, "I guess I'll take that book," and came back—and the bank account expired with a feeble sigh.

I am not going to remember what was in that volume, as I do not know who has it now, but I am sure of several things. I sell my books too quickly—I don't look them up thoroly; I'm not a bookseller, I'm a philanthropist.

Several weeks went by and Sandy was hungry for more and so was I. Perhaps Bill had something new. I made a visit, but nothing had been added, so we sat and talked of various things. Finally I asked Bill if he ever got hold of any real old stuff; that while the last lot was pretty good, I wanted some old ones; and he told me of a load of furniture, furnishings, and books that he bought over near Wakefield Park about two years previously.

"You bought almost all the books I had left out of the lot the first time you ever came into my place; but before you arrived the preacher of that church over across the street came in, and on looking over the books took a fancy to an old psalm book and wanted to borrow it for a few days. As he was the family preacher I let him have it, and I've tried time and again to get that book back, and now he is dead, and I hate to bother his wife about it; and besides, I can't prove that the book is mine anyway. Guess I'll have to let it go."

"What kind of psalm book was it, Bill?" I asked, and he said, "I don't remember ex-

actly how it read, but it was about the size of what you call a 12mo, had leather covers with brass clasps, and was printed way before 1700; it had a couple of verses of some kind on the title page."

"Good Lord!" I thought to myself, "I wonder if Bill had a Bay Psalm Book; it sounds like it."

I have been urging him to call on the widow, tell her how it happened, and ask for his book. He is shy of the ladies, widows in particular, and says his sisters are members of that church and rather conspicuous in its activities, and he doesn't want to create any disturbance for the sake of an old book.

I have tried to explain that possibly it may have some real value and that he must not let it get away, but he is mulishly stubborn and won't even listen to my calling on the lady, because he thinks I would have to bring him into the deal.

I do not want to antagonize Bill by doing anything contrary to his wishes; he has been a fruitful medium of good things, and sometime in the very near future I want his help in getting on the track of that protégé's wagonload.

So the matter of the Psalms is in abeyance, but I sit and dream sometimes and wonder if Bill's widow has a copy of the first edition, 1640. There are, I believe, only ten known copies in existence; perhaps I'll get my hands on the eleventh; and if I do, and Sandy wants to look at it, his shrieking bank account had better have a whole lot more noise to it than its predecessor.

Book Chats

THE White House at San Francisco several months ago started a series of Radio Talks on current books, with Lawrence Drake, the assistant to the buyer, William F. Hobson, as speaker. The results proved very satisfactory from all angles and, encouraged by this success, it was decided to have a Saturday afternoon book chat in the tea room of the store. Cards of invitation were printed, and the clerks in the department gave them to customers they knew would be interested. At the first lecture fifty were present, and Mr. Drake reviewed five new books. Tea was served and an informal discussion on current literature followed. Appreciation and favorable comment came from everyone, and the chats will be carried on thru November. Whenever possible, authors will address the gatherings.

A Duluth Library

By Esther Bilyeau

The Glass Block Book Shop, Duluth, Minn.

THE Book Shop Library of the Glass Block Department Store would like to splinter a lance in defence of Paul Traynor's library methods—to encourage him in his policy of low rental fees.

Our Library, too, is still in the experimental state, but since its début about a year ago, has shown a good clean profit on each month's investment. Several high-water months brought receipts that more than doubled the total of running expenses and investment in new books. In spite of seasonal calms, and frequent contrary winds and currents, our little Ship of Books has plowed along right merrily.

Instead of the customary "deposit," we require a yearly membership fee of one dollar. The daily rental fee is two cents for fiction and three cents for more expensive books. In addition to our standard stock of popular titles, we supply on request any and all recent books. In this way, we naturally acquire quite a number of "duds," but the loss is more than balanced by the word-of-mouth advertising of satisfied customers. The assurance that they can read "any new book" for two or three cents a day, probably brings us more new members than any other consideration. And on this steadily increasing membership hangs the tale of our success. A large membership permits a certain kind of book to circulate for a year or more, or until worn out.

Library members may be divided roughly into three overlapping classes. I call them the Intellectual, the Fashionable, and the Comfortable.

The Intellectuals are a difficult lot—irregular, touchy, but vastly stimulating. They want odd, expensive books; largely such as

are caviare to common mortals. These people would be a dead loss but for one thing: They frequently become enamored of borrowed books, and buy them. Also, being true book-lovers, they are always in the market for used copies of favorite books.

THE "Publishers' Weekly" in its July 5 issue carried a number of interesting letters on "circulating libraries," the discussion aroused by the circulating library methods of the mythical Paul Traynor, whose fortunes, the "Publishers' Weekly" recorded at length.

Several readers have since carried the discussion further.

The Glass Block Book Shop, in response to inquiries from the editors, has added some information to that given by Miss Bilyeau, which has been incorporated in a concluding paragraph.

The Fashionables want best sellers, moist from the press, books widely reviewed and discussed by smart people. They read less for pleasure than for priming: that is, to acquire a fund of the latest literary chit-chat. They seldom honestly read a book. They rush thru the pages in greedy haste, snatching succulent bits on the run—rather like a cow being chased out of a cornfield. Some day I'll write a poem

about these superficial snap-judges, and call it "The Rape of the Books."

The Comfortables read purely for entertainment. Most of them are rather simple souls, to whom a "good book" is one that provides a generous supply of the more elemental thrills. Terrific fights of every description, in which the male reader becomes the bloody but unbowed hero; tender love scenes, in which the maiden reader may taste of forbidden or inaccessible fruit. And Happy Endings, always. These kindly creatures do not ask that a book be new, or original in theme (they never get enough Dells and Peddlars), or of any literary value. They are easily pleased, and besides being comfortable themselves, are a great source of comfort to us.

To be Prime Minister in this little Kingdom of Books, to administer its affairs with discretion and justice, is a job that keeps one's hands full. The Aristocracy of "high-brow" books, which never pay for themselves, must not be allowed to weigh too

heavily on the Commoners. They must be bought sparingly, and sold in good condition for a relatively high price. Best-sellers, which are entered in tens and dozens, must also be promptly removed when the demand slackens. We save the jackets of these, erase entries, and sell them for about cost. The rental represents profit. So much for the fine books and best sellers.

The third, the real profit-bearing class, comprises all the books that wear out in service. They are largely the romantic mush that nourishes our humble but powerful "Third Estate." Many of them earn their original cost over and over again in dues. From time to time some lowly reprint, worn to honorable tatters, is found to have earned three or four dollars!

One word about "weeding out." Mr. Korner speaks wisdom when he said that a book should be retained as long as it circulates and no longer. To try to get a certain minimum amount out of each book, or to "keep no book longer than three months" is as penny-wise and pound-foolish as the grade system in schools. I say, every book for itself, and the bargain table take the hind-most.

Here's luck to Paul Traynor, the *Publishers' Weekly*, and all who deal in books.

The following data are collected from the library report for July: Most of the dues were from books rented for 2c per day. Books costing us over \$2.50, we rent for 3c per day. This report includes some such rentals, tho they make a small proportion of the total dues for July. One clerk full time at \$13.50 per week, and one additional clerk in the afternoon at \$11.00 per week make a total of \$24.00 a week for salaries (unless there is absence). No overhead is included in expenses. Expense of stationery, files, cards and printing is paid by the library as the bills come due. Advertising will be charged to the library at the close of the year. There are now eight hundred members, which number will be increased to one thousand by the time inventory is taken. The overhead is small as books are kept in compact shelves in the farthest corner of the shop and the two librarians sit at one table, all occupying very little floor space. Salaries are all much less in the middle west than they would be in New York. The membership fee of one dollar a year, of course, not refundable, will bring into the library a thousand dollars this year if we obtain a thousand members, and we will! This item will most of it represent profits. A folder is sent broadcast over the surrounding territory. We have 5,000 printed,

already paid for, and keep a stream of them going out.

In July we sold a few books amounting to only \$12.05. About every two months we have a general advertised sale which may include a hundred or more books; money from such sales adds materially to our receipts.

Receipts

July, 1924

Dues, at 2c per day.....	\$223.75
56 members at \$1.00 each.....	56.00
Books sold	12.05

\$291.80

Expenditures

Books, reckoned at cost.....	\$69.24
Salaries, reckoned for 4 weeks to the month	84.17

\$153.41

\$291.80 Receipts

153.41 Costs

\$138.39 Profit—exclusive of overhead

One librarian was away and deduction made in salary. The two salaries amount to \$96.00 for four weeks generally.

Fines For Selling Magazines

ON September 25th, Judge Arthur P. Stone of the East Cambridge Court, Boston, imposed fines on three periodical dealers for selling the *Snappy Stories* magazine. The fines were for \$100 each. The sentence was appealed. The judge charged that, in his opinion, it was the intention of the wording of certain stories in the magazine to give a bad impression, and that the meaning intended to be conveyed by that wording was improper.

Fame

"What we started to say was that Anatole France is as popular in France as Andrew Gump in America.—Gene Markey in the *Sunday Trib.*

Whereupon the Sunday editor dashed off following cable: "Anatole, France—Can you do us comic strip? Expense no object." Keith Preston in *The Chicago Daily News.*

Modern Invention

A Jules Verne of today would have to write a prophetic romance entitled, "Around the World on Eighty Gallons."

—*Brooklyn Eagle.*



WINDOW DISPLAY ARRANGED BY THE JORDAN MARSH CO. OF BOSTON FOR NEW ENGLAND WEEK, SEPTEMBER 15-20. MARY E. WALLER'S "DEEP IN THE HEARTS OF MEN" (LITTLE, BROWN), WAS FEATURED AS A COMPLETELY NEW ENGLAND MANUFACTURED PRODUCT

New York's Book Readers

THE question of the city of New York's appropriation for the book buying funds of its library is again to the front before the Board of Estimate. The New York circulating system reaches such an enormous reading public and the facts and figures of its activities are likely to be so widely quoted that the niggardly attitude of the governing body toward library appropriation is a matter of interest to all makers and users of books.

The budget director recommends an appropriation of \$61,000 for books and magazines for 1925, which must serve the populations of the boroughs of Manhattan and the Bronx. This is about 2c. per capita, whereas a good book fund appropriation by library standards would be nearer 20c. per capita. To supplement this fund, the library has book fines of \$100,000, so that the circulation department is more than 50% on a commercial circulating library basis. These book funds are for the library's general circulation, the books for the great reference collections of the central library being

provided for from funds left by the Astor, Tilden and Lenox estates, supplemented by recent generous increases from wealthy New Yorkers.

It is certainly very unfortunate that the value of such a great public library should be so completely under-estimated by the governing body of our greatest city.

The Librarian in Bookselling

MRS. JULIA G. BABCOCK, director of the Kern County Free Library, whose 151 branches are centered at Bakersfield, is opening next month The Book Shop at 1507 Nineteenth Street, with the firm name of Julia G. Babcock & Company. Mrs. Babcock is one of the best known workers in the library field in California and has long seen the need of better bookstore facilities in the town from which her library is administered. She will not give up her library work, but takes on this new enterprise. The store will carry current books, standard books, will emphasize books for children and carry the quality magazines and stationery.

Best Books of a Year

WILLIAM LYON PHELPS has selected for the *International Book Review* the following list of books, as the best of the last twelve months' output:

NOVELS

- "So Big." By Edna Ferber.
 "The Rover." By Joseph Conrad.
 "The Home-Maker." By Dorothy Canfield.
 "The Lost Lady." By Willa Cather.
 "The Little French Girl." By Anne Sedgwick.
 "How to Write Short Stories." By Ring W. Lardner.
 "Sandoval." By Thomas Beer.
 "The Heavenly Ladder." By Compton McKenzie.
 "Riceyman Steps." By Arnold Bennett.
 "Lummox." By Fannie Hurst.
 "Leave It to Psmith." By P. G. Wodehouse.
 "The Lunatic at Large." By J. Storer Clouston.
 "Wind's End." By Herbert Asquith.
 "The Great House in the Park." Anonymous.
 "Who Killed Cock Robin?" By Harrington Hext.

GENERAL LITERATURE

- "Recreation." By Earl Grey.
 "The Soul of Samuel Pepys." By Gamaliel Bradford.
 "Thackeray and His Daughter." By Hester Thackeray Ritchie.
 "Ariel." By André Maurois.
 "From Immigrant to Inventor." By Michael Pupin.
 "Children of Loneliness." By Anzia Yezierska.
 "The Iron Puddler." By J. J. Davis.
 "The World of Fashion." By R. Nevill.
 "Reflections on the Napoleonic Legend." By Albert Leon Guérard.
 "Letters and Religion." By J. J. Chapman.
 "Why I Am a Christian." By Frank Crane.

British Booksellers

THE Literary Year Books Press of England has just published a handy little directory of British Booksellers, including those in Ireland, and a selected list of dealers in continental Europe. It also includes a directory of English publishers with mention of the class or classes of books each firm issues. The volume is bound in cloth and sold on this side by the R. R. Bowker Co. at \$1.25 a copy.

Business Books

WHEN George F. Baker contributed \$5,000,000 to the funds of Harvard University for the purpose of developing its Graduate School of Business Administration, it was part of the program that in connection with this great development there should be a library of business literature covering the historical aspects of business as well as the great new literature of today. Work on this project has been begun in the charge of George Woodbridge, and the development of the collection will be of unusual importance and interest to the book-trade as well as to educators, because a business collection on such a broad basis and with such full financial backing has never before been attempted. The catalog of such a library when fully developed will be of great bibliographical interest.

The Woodcut Annual

THE revived importance of the woodcut, as a means of book and magazine illustrating and as a medium for the individual expression by the artist, is now to be recognized by the publishing of "The Woodcut Annual for 1925," as announced by Alfred Fowler of Kansas City, publisher of "The Bookplate Annual."

Beside an extensive exhibit of woodcuts, old and new, the volume will contain an article on "The Woodcut as a Book Art" by James Guthrie, authority in the field of producing woodcuts and in using them, an article on "The Story of the Woodcut" by Gardner Teall, which will be a general survey from the infancy of the art to the present-day methods. There will be about twenty illustrations to accompany this single article. Rudolph Ruzicka has written an article on "The Technique of Wood-engraving and Woodcutting," which will be illustrated by examples of his own work in color.

Woodcut artists are asked to send information concerning blocks they have made during 1924 to be included in a contemporary list which will appear in the "Annual." This information should include the title of the print, the size, states and edition, as well as any other interesting facts about the work.

Modesty of the Ancients

Homer sold out his Iliad
 Without one single silly ad.
 But were he handled so to-day
 He'd damn his publisher, they say.
 —KEITH PRESTON in *Chicago Daily News*.

Business Notes

BAKERSFIELD, CAL.—Julia G. Babcock has opened The Bookshop at 1507 19th Street.

BOSTON, MASS.—N. W. Small and A. L. Hanson, formerly with N. J. Bartlett & Company, have opened a second-hand book shop at 36 Brattle Street.

CAMBRIDGE, MASS.—Leon Lisfschitz and Bernard Pincus are opening a bookstore at 1438 Massachusetts Avenue on October 10th. It is to be known as "The Alcove." The store is located on Harvard Square, opposite Harvard University and close to Radcliffe College.

EAST ORANGE, N. J.—The Pickwick Book & Gift Shop at 467 Main Street has just opened.

FERGUS FALLS, MINN.—E. S. Westervelt, formerly of the traveling staff of Grosset & Dunlap, has bought Smith's Book Store here.

FOREST HILLS, L. I., N. Y.—R. F. Paige is opening a gift shop and rental library October 15th. Address before then 37 Pleasant Street, Stamford, Conn.

FREDERICK, MD.—Joseph J. Barton, known to the readers of *Publishers' Weekly* as the author of "Adventures While Collecting Rare Books," has opened a bookshop at 11 Patrick St. All communications and orders should be sent to that address.

GOETTINGEN, GERMANY.—Mr. A. R. Pillai the managing director of A. R. Pillai & Co., has severed his connection with the firm from the 15th of August on and he is not responsible for payment of debts incurred by the said firm on and after the 15th of August. Mr. Pillai resumes the business of his own as a representative of American, British and French Publishers on the continent, which he conducted before he started the firm bearing his name.

LAWRENCE, MASS.—William J. Sullivan & Sons has become established at 100 Essex St., as newsdealer.

LOS ANGELES, CAL.—The Westlake Bookshop at 719 S. Alvarado Street has just been opened by William Cohn.

MILTON, PA.—Ye Gift Shoppe at 8 Broadway is a new concern opened by Arthur R. Ishiguro.

MOORESTOWN, BURLINGTON Co., N. J.—The Misses Bessie and Emily Clark will open October 1st the Moorestown Book Shop at 64 Main Street.

NEW YORK CITY.—William Green, the former proprietor of the R. W. Crothers bookstore, has opened a shop at 515 Lexington Avenue, corner of Forty-eighth Street.

NEW YORK CITY—R. J. C. Lingel, who has been for five years connected with the George D. Smith Book Company, 8 East 45th Street, will continue to conduct the business, which has been reorganized, with Eleanor M. Smith, widow of the late George D. Smith, as president and Mr. Lingel as secretary and director. The range of interest of the store will continue as it was under Mr. Smith's management, covering rare books, fine bindings, autographs and prints, and commissions will be executed at all auction sales.

NEW YORK CITY.—The Cornhill Publishing Company of Boston, Mass., has opened a branch office at 25 West 43rd Street, Room 1703, with Richard H. Peer as its representative.

PHILADELPHIA, PA.—The Venture Bookshop at 201 S. Camac Street will be opened October 1st by Mrs. Corinne G. Myers and Miss Rose H. Kessler.

REDWOOD CITY, CAL.—The Redwood City Stationers, 249 Main Street, F. R. Ridell, has added children's books and is interested in expanding the book department.

RICHMOND, VA.—Isabel Harris has opened the Westhampton College Book Shop at the University of Richmond.

ROCHESTER, N. Y.—Scrantom's, Inc., 334-336 Main Street, East, has opened a new branch store with D. K. Metcalf as manager.

SIDNEY, OHIO.—The Wenger Book and Office Supply Store with Don Merrill manager is new.

WADENA, MINNESOTA.—The Wadena Book Shop has been opened by Harold L. Kerfoot.

Periodical Note

THE WEEKLY REVIEW of current literature edited by Stuart Sherman and published by the New York *Herald-Tribune* is available entirely separate from the regular newspaper at \$2.00 yearly.



A Book Auction

A BOOK AUCTION, sponsored by Miss Lord, of the Little Bookshop, Nantucket, was conducted in the yard of the shop for the benefit of the local hospital fund. The auctioneer was no less a personage than Gus Kirby, son of Thomas E. Kirby of American Art Association Fame. The outstanding item of the sale was the autograph first copy of Tony Sarg's new "Book for Children" (Greenberg). The book was sold to the highest bidder, Mr. Charles Minshall, and brought \$70.00. Unfortunately the book had not yet been received, so a "rain check" was issued, drawn up and designed by Tony Sarg, entitling Mr. Minshall to the first copy of the book when published.

Personal Notes

CHARLES E. LAURIAT, JR., president of Charles E. Lauriat Co., Boston, sailed on September 21st for a few weeks in London for the purchase of old and rare books and on business for its newly developing publishing department.

R. GEORGE LORD, for ten years executive secretary of the Sunday School Council of Religious Education of Buffalo and Erie County, has assumed charge of the Century Co.'s church music and religious book department.

H. V. MEYER connected until three years ago with the American Baptist Publication

Society as manager of the Boston office, then of the Philadelphia business, has again joined its force as field representative of its sales promotion department. He will visit the trade, filling the vacancy caused by the transfer of Parker C. Palmer to the Los Angeles Branch.

CHARLES D. RAYMER, the Seattle bookseller, has been developing a book lovers' retreat in the mountains of Washington and reports that during the past season fifty book lovers have gathered for vacations in the cabins of Lake Retreat, which he has developed at Ravensdale on the Northern Pacific Railway.

Obituary Notes

GEORGE WHITFIELD WILSON

GEORGE WHITFIELD WILSON, who died on September 25, was associated with the retail department of Charles Scribner's Sons from 1914 until 1921. He handled subscription sets and for a time had charge of window displays. He was regarded as a brilliant salesman by the Scribner house. In 1921 he left there to join the medical department of D. Appleton & Co. selling textbooks to doctors. In this field he acquitted himself with considerable success. He continued with Appleton until his last illness forced him to give up the work early in the spring.

HUGH CHISHOLM

HUGH CHISHOLM, editor of the Encyclopedia Britannica, died in London, September 29. He was a graduate of Corpus Christi College, Oxford and a Barrister of the Middle Temple. He was the editor of the *St. James Gazette* from 1897 to 1900 and was later connected with the editorial staff of the *Times*. In 1902 he became co-editor (with Sir D. M. Wallace and President Hadley of Yale) of the supplementary vols. (10th edition, 1902) of the Encyclopedia. With the advent of the 11th and 12th editions he became the editor-in-chief.

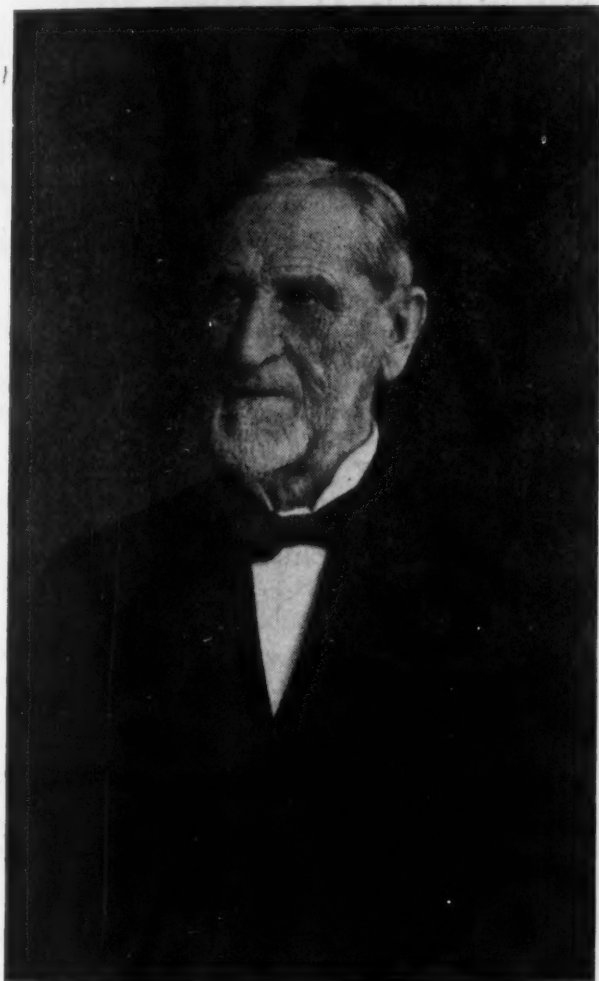
JAMES L. ROBERTS

JAMES L. ROBERTS died suddenly Saturday, September 27 at his home, Englewood, N. J. Mr. Roberts has been for a number of years with A. L. Burt Company, traveling in the Pennsylvania and New Jersey territories. Prior to his connection with the Burt firm he had been for many years with the Baker & Taylor Co. Mr. Roberts was buried from his late home in Englewood, September 30th.

TIMOTHY NICHOLSON

TIMOTHY NICHOLSON, dean of American Booksellers, public spirited citizen, and prominent Friend, died September 15 at the age of 96. He occupied his accustomed place at the head of the meeting of the Friends Meeting House, Richmond, Indiana, one week before his death.

He was born November 2, 1828, on a farm in North Carolina, coming of a long



TIMOTHY NICHOLSON

line of Quaker stock. He attended Belvidere Academy and later the Friends School at Providence, R. I. Returning to North Carolina he became principal of the Belvidere Academy holding that position for six years, when he accepted an appointment as an instructor at Haverford College, Pennsylvania.

In 1860 he and his brother opened a bookstore in Richmond, Indiana. This firm antedates even the well-known firm of McClurg, and is one of the oldest firms under its original name in the State of Indiana. When in 1874 the book-trade convention met in Cincinnati, the American Book-Trade Union

was formed by the retailers of the middle west, the earliest American booksellers' or publishers' association, under the presidency of a middle westerner, Isaac B. Aston. Timothy Nicholson was one of the founders of the new organization and was elected its treasurer. The Book-Trade Union had, however, a brief career existing only for a few years.

Mr. Nicholson was a very devout Christian and was active in religious affairs all thru his life. When in 1887 the first general conference of Friends in America was held in Richmond, Mr. Nicholson was made the Chairman of the Committee on Arrangements. These conferences have been held every five years in Richmond or Indianapolis, and Mr. Nicholson was always a delegate to them. In 1862 he was appointed an Elder of the Society of Friends held that office for 49 years. He was appointed a trustee of Earlham College in 1865 and was reappointed every three years until 1923, giving a continuous service for fifty-eight years. He was equally interested in state and civic affairs and was appointed, in 1868, a trustee of the State Normal School; for nineteen years he was a member of the Indiana Board of Charities receiving his appointment from six Governors, both Republican and Democrat.

In 1908 Mr. Nicholson being in his eightieth year was tendered a banquet by the leading citizens of the state in appreciation of his long and honorable career. One other tribute worthy of mention was fittingly conferred by Earlham College, to which institution he had given his best effort for half a century, when at the diamond jubilee commencement he was honored with the degree of Doctor of Laws. This was in 1922; and, altho he declined the title in social activities, desiring to remain plain Timothy Nicholson, he fully appreciated the honor. Mr. Nicholson is survived by two sons, John H. and Thomas, both of Richmond, and two daughters.

RICA SPINDLER

RICA SPINDLER, of W. K. Stewart Co., died in Indianapolis on Sept. 25th. Miss Spindler had been with the business for sixteen years and had built up a very wide personal clientele in the state. Her knowledge of books and editions was exact and her enthusiasm for bookselling was unflagging and contagious. She underwent an operation recently, from which she died, because she did not have sufficient strength to recover.

The Weekly Record of New Publications

THIS list aims to be a complete and accurate record of American book publications. Pamphlets will be included only if of special value. Publishers should send copies of all books promptly for annotation and entry, and the receipt of advance copies insures record simultaneous with publication. The annotations are descriptive, not critical; intended to place not to judge the books. Pamphlet material and books of lesser trade interest are listed in smaller type.

The entry is transcribed from title page when the book is sent for record. Prices are added except when not supplied by publisher or obtainable only on specific request. When not specified the binding is cloth.

Imprint date is stated [or best available date, preferably copyright date, in brackets] only when it differs from year of entry. Copyright date is stated only when it differs from imprint date; otherwise simply "c." No ascertainable date is designated thus: [n. d.]

Sizes are indicated as follows: F. (folio: over 30 centimeters high); Q (4to: under 30 cm.); O (8vo: 25 cm.); D. (12mo: 20 cm.); S. (16mo: 17½ cm.); T. (24mo: 15 cm.); sq., obl., nar., designate square, oblong, narrow.

Abdullah, Achmed

The thief of Bagdad; il. with scenes from the photoplay. 319p. D [c. '24] N. Y., H. K. Fly \$1.75

Based on Douglas Fairbanks' fantasy of the Arabian Nights.

Adis, Albert

A naked king; tr. by Joseph T. Shipley. 295p. D c. N. Y., A. & C. Boni \$2

A novel about an artist, which portrays the struggle of genius against the forces of the world.

Allcroft, A. Hadrian

Downland pathways; with introd. by E. V. Lucas. various p. D [c. '24] Bost., Houghton \$2.50

Altsheiler, Joseph Alexander

The candidate. 428p. D '24 c. '05 N. Y., Appleton \$2

Annand, Rachel [Rachel Annand Taylor]

The end of Fiammetta [verse]. 223p. O [c. '24] N. Y., Holt \$3

The London *Bookman* considers Mrs. Taylor "England's foremost living woman poet."

Arden, Clive

Sinners in heaven; il. with scenes from the photoplay. 352p. D (Popular copyrights) [c. '23] N. Y., Grosset 75 c.

Babcock, Frederick Morrison

The appraisal of real estate. 389p. il. diagrs. D (Land economics ser.) c. N. Y., Macmillan \$3.50

The third volume in the Standard Course in Real Estate outlined by the joint commission representing the National Association of Real Estate Boards, the United Y. M. C. A. Schools and the Institute of Research in Land Economics and Public Utilities.

Baerlein, Henry Philip Bernard

Mariposa. 318p. D [c. '24] N. Y., Live-right bds. \$2

The story of an Andalusian innkeeper's daughter, who comes to dance before London society.

By the author of "The House of the Fighting Cocks."

Baker, Ray Palmer

A chapter in American education; Rensselaer Polytechnic Institute, 1824-1924. 178p. D c. N. Y., Scribner \$1

An historical sketch of one of the oldest colleges of science and engineering in America.

Barrow, Sarah F.

The medieval society romances. 141p. (bibl. footnotes) O (Columbia univ. studies in Eng. and comparative literature) c. N. Y., Columbia Univ. Press \$2.50

Bassett, Sara Ware

Carl and the cotton gin. 264p. il. D (The invention ser.) c. Bost., Little, Brown \$1.65

A modern story for boys.

Batchelder, Roger

Secrets; il. with scenes from the photoplay. 217p. il. D (Popular copyrights) [c. '24] N. Y., Grosset 75 c.

This book is founded on the Sam H. Harris play "Secrets" by Rudolf Besier and May Edgington.

Baudouin, Charles, and Lestchinsky, A.

The inner discipline; tr. from the French by Eden and Cedar Paul. 229p. D '24 N. Y., Holt \$2

How to apply the new psychology.

Bell, Pearl Doles

The autocrat. various p. front. D (Copyright fiction) '24 N. Y., Burt 75 c.

Benson, Stella

Pipers and a dancer. 178p. D c. N. Y., Macmillan \$2

Laid in China, this is chiefly the story of Ipsie, a girl who was always trying to make the right impression.

Bishop, William Warner

Practical handbook of modern library cataloging; 2nd ed. 152p. D c. Balt., Williams & Wilkins \$1.75

American bar association. Committee to consider the salaries of federal and state judges; judicial salaries. 6p. O '24 Wash., D. C. Gov't Pr. Off.; Supt. of Doc. apply

Bryant, Edwin Eustace

A treatise on justice of the peace in Wisconsin; 2 v.; 9th ed. 1908p. O '24 Chic., Callaghan & Co. buck. \$20

Bradford, Gamaliel

Bare souls. 353p. il. O [c. '24] N. Y., Harper bds. \$3.50

Biographical portraits of some of the great writers of England and France—Charles Lamb, Keats, Flaubert, Voltaire, Cowper, Thomas Gray and others; each of whom, at one time or another, revealed in his writings his inmost heart, whence comes the title.

Braunstein, Richard

The bridge builders. 153p. S [c. '24] N. Y., Abingdon \$1

A book of nine sermons.

Bridgman, George B.

Bridgman's life-drawing. 169p. il. O [c. '24] Pelham, N. Y., E. C. Bridgman bds. \$5.50

A guide for the artist or student by the author of "Constructive Anatomy" and "The Book of a Hundred Hands."

Brown, Edna Adelaide

Robin Hollow; il. by John Goss. 390p. il. D [c. '24] Bost., Lothrop \$1.75

Sally Allison, sixteen, keeps house for her brother in a century-old cottage in Vermont.

Brown, Philip Anthony

The French revolution in English history; with an introd. by Gilbert Murray. 246p. front. (por.) O '24 N. Y., Dutton \$3

Tracing the general threads of politics, theory, and literature in England, as affected by the French revolution.

Browning, Mrs. Elizabeth Barrett

Sonnets from the Portugese. 44p. il. Q '24 N. Y., Stokes bds. \$20 bxd.

Bryan, George

The imperialism of John Marshall; a study in expediency. 115p. D c. Bost., Stratford \$1.50

The outline of a notable Supreme Court case, involving the rights of the American Indian.

Bureau of Vocational Information

Training for the professions and allied occupations; facilities available to women in the United States. 754p. O c. N. Y., [Author], 2 W. 43rd St. \$3.50

A complete survey made by the Bureau of Vocational Information; divided into twenty-three sections, each of which deals as a unit with an important occupational field. These sections may be had separately in pamphlet form—those on Art, Education and Home Economics selling for 50 cents each, Business 75 cents, and the others 25 cents each. While a complete set of the brochures in a paper portfolio sells for \$6.

Butler, Ellis Parker

Jibby Jones and the alligator; il. by Arthur G. Dove. 259p. D '24, c. '22, '23 Bost., Houghton \$2

Cabot, Philip

The sense of immortality: the freedom of

the slave of God. 64p. D c. Cambridge, Mass., Harvard Univ. Press \$1; pap. 50c.

Cannan, Gilbert

The house of prophecy. 311p. D c. N. Y., Seltzer \$2

A novel of post-war England, a continuation of the series of which the first was "Sembal."

Chambers, Mrs. Mary Davoren Maloney

One-piece dinners. 188p. il. O c. Bost., Little, Brown \$2

Recipes for well balanced meals consisting of only one dish; the author has also suggested easy-to-make salads and quick fruit desserts.

Chapman, Arthur

Out where the West begins; new ed. various p. S '24 Bost., Houghton lea. \$2.25

Chase, Mary Ellen

The girl from the Big Horn country. various p. front. D (Copyright fiction) '24 N. Y., Burt 75 c.

Clark, Samuel, D.D.

Scripture promises, or The Christian's inheritance; with introd. by Isaac Watts, D.D. 348p. T [n. d.] N. Y., Amer. Tract Society, Park Ave. & 40th St. 75 c.

Gram, Ralph Adams

Church building; a study of the principles of architecture in their relation to the church; 3rd ed. 368p. il. O '24, c. '99-'24 Bost., Marshall Jones \$7.50

Croce, Benedetto

The conduct of life; tr. by Arthur Livingston. 340p. D (The European lib.) [c. '24] N. Y., Harcourt \$2.25

Essays of practical wisdom by a great Italian philosopher.

Crocker, Francis Bacon and others

Management of dynamo-electric machinery and industrial controllers; a practical treatise on the operation, care and maintenance of direct- and alternating-current generators and motors, rotary converters and controllers. various p. il. il. diags. O c. Chic., Amer. Technical Society \$2

Croft, Terrell

Conduit wiring. 458p. diags. O [c. '24] N. Y., McGraw-Hill \$3

Croy, Homer

R. F. D. No. 3. 349p. D c. N. Y., Harper \$2

Another story of small town life by the author of "West of the Water Tower."

Curtis, Alice Turner [Mrs. Irving Curtis]

A little maid of Mohawk valley. 203p. il. D ("A little maid" ser.) c. Phil., Penn. \$1.50

Joanne lived in the Mohawk Valley at the time when General Burgoyne advanced to the attack of Albany.

Callender, Clarence U.

The selection of jurors; a comparative study of the methods of selection and the personnel of juries in Philadelphia and other cities. 107p. O c. Phil. [Author] pap. apply

Cary, Marie

Style and the woman. 56p. il. O [c. '24] N. Y., Dry Goods Economist pap. \$1

Chapin, Edward A.

Nematode parasites of the Brazilian land-tortoise, testudo denticulata; results of the Mulford biological exploration—helminthology. 5p. il. O (Proceedings of U. S. Nat'l Mus. no. 2526) '24 Wash., D. C. Gov't Pr. Off.; Supt. of Doc. pap. apply

Finn, Francis J.

The story of Jesus. 15p. il. (col.) F [c. '24] Chic., Extension Press pap. 50 c.

D'Albe, Edmund Edward

The moon-element; an introduction to the wonders of selenium. 166p. il. O '24 N. Y., Appleton \$3

An account of the properties and applications of a hitherto little used chemical element.

Day, Holman Francis

Joan of Arc of the North Woods. various p. front. D (Copyright fiction) '24 N. Y., Burt 75 c.

Dearden, Harold

The doctor looks at life. 190p. D '24 Garden City, N. Y., Doubleday \$2

A doctor outlines a technique of living that will help to meet the crises of modern, high-pitched life with the smallest emotional expense.

De Ayala, Ramón Pérez

The fox's paw (La pata de la raposa) a novel of Spanish life; tr. by Thomas Walsh. 330p. D [c. '24] N. Y., Dutton \$2.50

The theme of the author's second book to appear in America is the emotional and intellectual development of a modern Spaniard.

De Bles, Major Arthur

How to distinguish the saints in art by their costumes, symbols and attributes; a practical guide for picture lovers. various p. il. Q '24 N. Y., Art Culture Publications, Inc., 38 W. 76th St. bds. \$5

Dell, Ethel May

Odds. various p. D (Copyright fiction) '24 N. Y., Burt 75 c.

Demarest, William H. S.

A history of Rutgers College, 1766-1924. 570p. (7p. bibl.) il. O '24 New Brunswick, N. J., Rutgers College \$5

By the president of the college.

Dougherty, George S.

The criminal as a human being. 289p. D c. N. Y., Appleton \$2

The former chief of detectives, N. Y. Police Department, discusses what he believes the foundation stone of successful combat of crime.

Eggleston, George Cary

The Warrens of Virginia; a novel; il. with scenes from the photoplay. 344p. il. D (Popular copyrights) [c. '08] N. Y., Grosset 75 c.

Ellsworth, Rodney Sydes

The giant sequoia. 167p. il. D c. Oakland, Cal., J. D. Berger \$2

An account of the history and characteristics of the big trees of California.

Erdman, Charles Rosenbury, D.D.

The work of the pastor. 273p. D c. Phil., Westminster Press \$1.75

Intended as a handbook for pastors and a textbook for students of theology.

Fairholme, Edward G. and Pain, Wellesley

A century of work for animals; foreword by H. R. H. the Prince of Wales; introd. by Lord Lambourne. 318p. il. D '24 N. Y., Dutton \$3

The history of the Royal Society for the Prevention of Cruelty to Animals, 1824-1924.

Farrère, Claude, pseud. [Frederic Charles Pierre Edouard Bargone]

Thomas the lambkin, gentleman of fortune; tr. from the French by Leo Ongley. 433p. D [c. '24] N. Y., Dutton \$2

Thomas, sarcastically named "The Lambkin," was a dashing and famous French privateer, who, under the evil guidance of a beautiful and reckless woman, turned pirate and came to disaster.

Flaubert, Gustave

Three tales; tr. by Arthur McDowell. 178p. S (Borzoï pocket bks.) [c. '24] N. Y., Knopf \$1.25

The three tales are "A Simple Heart," "The Legend of Saint Julian the Hospitaller" and "Hérodiades."

Forman, Henry James

Sudden wealth. 414p. D c. N. Y., Live-right \$2

A realistic study, invested with humor and pathos, of an American family to whom wealth has come in a sudden irrational way.

Foster, William

A laboratory manual in general chemistry. 214p. diags. O '24, c. '23 Princeton, N. J., Princeton Univ. Press \$2

Frank, Waldo David

Chalk face. 252p. D [c. '24] N. Y., Liveright \$2

A mystery story—of the mind.

Frazer, Lady James George [ed.]

Leaves from The Golden bough; il. by H. M. Brock. 251p. O c. N. Y., Macmillan \$3

Lady Frazer has chosen from her husband's famous book, "The Golden Bough," stories of the beliefs and customs of primitive peoples in different parts of the world.

Frost, Arthur Burdett

Carlo. 109p. il. obl. D [c. '13] [Garden City, N. Y.] Doubleday \$1.50

Galsworthy, John

Representative plays; with introd. by George P. Baker. 490p. D [c. '09-'24] N. Y., Scribner \$1.60

Gibson, Anna Lemira

Routine laboratory examinations for student nurses. 84p. il. diags. D c. Bost., M. Barrows \$1.25

Golden, John

7th heaven; based on the play by Austin Strong; il. with scenes from the play. 278p. D [c. '24] N. Y., H. K. Fly \$1.75

Gordon, George Byron

Rambles in old London. 334p. il. (col. front.) O [c. '24] Phil., Jacobs \$3.50

After years of study and research in the older and more historic sections of London, Dr. Gordon writes of the churches, monuments, taverns and other picturesque buildings that he has found there.

Givens, H. C.

Blue-print reading and shop sketching for the metal trades. 129p. diags. O (Wiley trade ser.) '24 N. Y., Wiley \$1.75

Haring, Malcolm Morrison

The separation of the isotopes of mercury by electrolysis. 47p. diags. O '24 N. Y., [Author, Columbia Univ.] apply

Grenfell, Wilfred Thomason, M.D.

Yourself and your boy; il. with drawings by the author. 336p. D c. N. Y., Scribner \$2.50

A fascinating book on physiology intended for child readers, with graphic and amusing pictures to accompany a simple text that reads almost like a story.

Groves, Esther Rutherford and Groves, Gladys Hoagland

Wholesome childhood. 204p. D c. Bost., Houghton \$1.75

Practical child-training suggestions for parents.

Gruber, Dr. Josef, ed.

Czechoslovakia; a survey of economic and social conditions. 275p. D c. N. Y., Macmillan \$2

A number of her leaders tell what Czechoslovakia is doing in social welfare, housing and other kindred problems.

Guild, Lewis Thurber

The romance of religion. 285p. D [c. '24] N. Y., Abingdon \$1.75

A group of sermons gathered from a long ministry.

Haardt, Georges Marie and Audouin-Dubreuil, Louis

Across the Sahara by motor car: from Touggourt to Timbuctoo; tr. by E. E. Fournier d'Albe. 255p. il. map O '24 N. Y., Appleton \$3.50

With an introduction by André Citroen and some illustrations by Bernard Boutet de Monvel.

Habberton, John

Helen's babies; il. by Tod Dwiggin and with scenes from the photoplay. 244p. il. D (Popular copyrights) [c. '08] N. Y., Grosset 75 c.

Hageboom, Floyd Eddy, D. D. S.

Practical pedodontia or juvenile operative dentistry and public health dentistry; an introductory text for students and practitioners of dentistry. 100p. il. O c. St. Louis, C. V. Mosby \$3

Harris, Franklin Stewart

Scientific research and human welfare. 415p. D c. N. Y., Macmillan \$2.50

The history of scientific discovery by the president of Brigham Young University, with the collaboration of Newbern I. Butt.

Harford, Charles F., M.D.

Mind as a force. 146p. (2p. bibl.) D c. N. Y., Holt \$1.50

Harvey, Leonard C.

Pulverised fuel; colloidal fuel, fuel economy, and smokeless combustion. 492p. il. diagrs. O '24 N. Y., Macmillan \$18

Haskins, Charles Homer

Studies in the history of mediaeval science.

438p. O (Harvard historical studies, no. 27) c. Cambridge, Mass., Harvard Univ. Press \$6

Harvey, William Hope

Paul's school of statesmanship. 184p. O [c. '24] Chic., Mundus Pub. Co., 25 E. Austin Ave. pap. 50 c.

Hawthorne, Julian

Rumpty-Dudget's tower; a fairy tale. 85p. il. (col. front.) O c. N. Y., Stokes \$1.50

A fascinating story for children about an ugly little gray dwarf who lives in a tower with a thousand and one corners in it. It was first printed in London back in the 1870's.

Hellman, Sam

Low bridge and punk pungs; il. by Tony Sarg. 111p. il. D '24, c. '23, '24 Bost., Little, Brown bds. \$1.25

Four stories, based on bridge and mah-jong mis-haps.

Helton, Roy Addison

Jimmy Sharswood. 290p. il. D c. Phil., Penn. \$2.50

An exciting three months in a real boy's life.

Herford, Robert Travers

The Pharisees. 248p. (bibl. footnotes) O c. N. Y., Macmillan \$2

In his preface, the author says, "The present book is in no sense merely a second edition of my early book, Pharisaism, its Aim and its Method," but a wholly new study on the same subject."

Herman, Edward James

Health is wealth. 116p. il. D [c. '24] Chic., Reilly & Lee \$1

Common sense health hints for busy men.

Herschell, William

Meet the folks. 150p. D [c. '24] Indianapolis, Bobbs-Merrill \$2

Indiana verse by the author of "Songs of the Streets and Byways."

Heward, Constance and Govey, Lilian A.

Grandpa and the tiger. 121p. il. (pt. col.) D [c. '24] Phil., Jacobs \$1.50

A pictured story for children.

Holland, Rupert Sargent

The mystery of the opal. D [c. '24] Phil., Jacobs \$2

A story of the sea that carries the reader from Malaysia to New England.

Hopkins, L. Thomas

The intelligence of continuation-school children in Massachusetts. 150p. il. O (Harvard studies in educ. no. 5) c. Cambridge, Mass., Harvard Univ. Press \$1.75

Hornaday, William Temple

Tales from nature's wonderlands. 247p. il. O c. N. Y., Scribner \$2.50

Wonders of the past and wonders of to-day from giant dinosaurs and mastodons to volcanoes, deep-sea fish, savages, submarine plants, etc.

in butter fat by heating. 28p. (2p. bibl.) diagrs. O '24 N. Y., [Author, Columbia Univ.] apply

Jones, Rufus M.

Mysticism in Robert Browning. 28p. S '24, c. '23, '24 N. Y., Macmillan pap. apply

Herring, John P.

Herring revision of the Binet-Simon tests and verbal and abstract elements in intelligence examination. 71p. D '24 Yonkers, N. Y., World Bk. Co. pap. 60 c.

Hsu, Konrad Chang

A quantitative study of destruction of vitamin A,

Hough, Emerson

The broken gate; a novel. 348p. il. D (Popular copyrights) [c. '17] N. Y., Grosset 75 c.

The purchase price or The cause of compromise. 414p. il. D (Popular copyrights) [c. '10] N. Y., Grosset 75 c.

The sagebrusher; a story of the West. 323p. il. D (Popular copyrights) [c. '19] N. Y., Grosset 75 c.

The way out; a story of the Cumberlands today. 312p. il. D (Popular copyrights) [c. '18] N. Y., Grosset 75 c.

The way to the west and the lives of three early Americans, Boone—Crockett—Carson. 446p. il. D (Popular copyrights) [c. '03] N. Y., Grosset 75 c.

Howe, Mark Antony De Wolfe

Barrett Wendell and his letters. 356p. il. O [c. '24] Bost., Atlantic Mo. Press \$4.50

The life and selected correspondence of a famous teacher and critic by the author of "Memories of a Hostess."

Husband, Joseph

Citadel; a novel. 282p. D '24, c. '23, '24 Bost., Houghton \$2

A thrilling story of the days of 1812 when the waters of Santo Domingo swarmed with English and American privateers.

Irwin, Margaret

Who will remember? 293p. D c. N. Y., Seltzer bds. \$2

The story of up-to-date Janet is involved with that of another heroine, Juliana of the long-past eighteenth century.

Ish-Kishor, Sulamith

The heaven on the sea, and other stories, together with twenty poems. 191p. il. D c. N. Y., Block Pub. Co. \$1.50

Jewett, Sarah Orne

Deephaven; holiday ed. various p. il. D '24 Bost., Houghton fab. \$3.50

Jordan, Elizabeth Garver

Faith Desmond's last stand. 268p. D c. Chic., Extension Press \$1.50

A story of love, courage and a miracle.

Jourdain, Margaret

English decoration and furniture of the early Renaissance (1500-1650); an account of its development and characteristic forms. 322p. (bibl. footnotes) il. (col. front.) F (The lib. of decorative art) ['24] N. Y., Scribner \$25

Kaufman, Paul

Outline guide to Shakespeare. 342p. (8p. bibl.) il. D [c. '24] N. Y., Century \$1.75

A concise little handbook of value to the teacher of Shakespeare and to all Shakespearean lovers. It brings within the covers of one volume much material that hitherto has been scattered among many books. Among its features are a chronological

outline that places Shakespeare and his plays in relation to his contemporaries, the Synopses of the plays, a Vocabulary and a Section on Grammar.

Kellogg, Caroline

Kellogg's stories from the Bible. 108p. il. O c. '16, '22 Indianapolis, Bobbs-Merrill \$2.75

Stories from the Old Testament and from the New Testament, published now in one volume.

Klickmann, Flora

Little girl's fancy work. 83p. il. Q [c. '24] N. Y., Stokes bds. \$1

Little girl's sweet book. 67p. il. Q [c. '24] N. Y., Stokes bds. \$1

Langton, Robert

The pilgrimage of Robert Langton; ed. by Ernest Morel Blackie. 74p. il. O c. Cambridge, Mass., Harvard Univ. Press bds. \$3

Larcom, Lucy

A New England girlhood; new ed. various p. il. D '24 Bost., Houghton \$1.75

Leavenworth, C. S.

The lessons of history. 100p. O c. New Haven, Conn., Yale bds. \$1.50

A discussion of the past and future of human progress.

Lerrigo, Charles Henry

The boy scouts of Round Table patrol. 252p. il. D c. Bost., Little, Brown \$1.75

Lincoln, Joseph Crosby [Joe Lincoln, pseud.]

Rugged water. 385p. D c. N. Y., Appleton \$2

A story of lifesavers and the old Cape Cod days.

Lord, Robert Howard

Origins of the war of 1870. 325p. O (Harvard historical studies, no. 28) c. Cambridge, Mass., Harvard Univ. Press \$3.50

Low, Alfred Maurice

Wireless possibilities. 76p. diagrs. S (To-day and to-morrow ser.) [c. '24] N. Y., Dutton \$1

MacBride, Ernest William

An introduction to the study of heredity. 256p. il. S (Home univ. lib. of modern knowledge, no. 107) [c. '24] N. Y., Holt \$1

Mackenzie, Agnes Mure

The women in Shakespeare's plays; a critical study from the dramatic and the psychological points of view and in relation to the development of Shakespeare's art. 488p. O '24 Garden City, N. Y., Doubleday \$4

Mackenzie, Compton, i. e., Edward Montagu Compton

The old men of the sea; a romance of adventure in the South Pacific. 308p. D c. N. Y., Stokes \$2

It was an advertisement in the Times that started the adventure and caused a motley group of men and women to sail on the "Octoroon" for an unknown island in the South Seas.

King, Cecil Victor

The mechanism of acid catalysis of ester hydrolysis. 29p. diagrs. O '24 N. Y., [Author, Columbia Univ.] apply

Kornhauser, Arthur W.

How to study; some suggestions for college stu-

dents. 50p. S [c. '24] Chic., Univ. of Chicago Press pap. apply

Miller, Franklin, Basset & Co.

Cost control for knit underwear factories. 259p. O '24 N. Y., Ronald Press \$5

McMichael, Stanley L.

How to make money in real estate. 268p. O (The realty lib., v. 4) c. Cleveland S. McMichael Pub. Organization, 1222 Prospect Ave. \$2.50

Designed to assist investors, brokers, salesmen and home buyers in their real estate problems.

Macquoid, Percy and Edwards, Ralph

The dictionary of English furniture, from the Middle Ages to the late Georgian period, with a general introd. by H. Avray Tipping; v. I (A—ch.) 301p. il. (pt. col.) F '24 N. Y., Scribner \$35

Mansfield, Katherine [Mrs. John Middleton Murry]

The little girl and other stories. 253p. D c. N. Y., Knopf \$2.50

Most of the stories in this collection were written between 1911 and 1920.

Marlowe, Mabel

The wiggly weasel and other stories; il. by Harry Rountree and G. Pippet. 664p. il. (col. front.) O '24 N. Y., Appleton \$1.25

Masefield, John

Jim Davis; il. by Mead Schaeffer. 226p. il. (col.) D c. N. Y., Stokes \$2.50

"The only authorized American edition of this classic of boyhood."

Maxwell, William Babington

The ragged messenger; il. with scenes from the photoplay [Madonna of the streets]. 431p. D (Popular copyrights) [c. '15] N. Y., Grosset 75 c.

Melville, Herman

Omoo. various p. front. D '24 N. Y., Burt 75 c.

Moffatt, J. E.

Thy kingdom come; morsels from the King's table. 64p. front. T c. N. Y., Benziger Bros. 30 c.

Moore, George

Conversations in Ebury Street. 315p. O c. N. Y., Liveright \$2.50

A volume of informal symposia on arts and life formerly published in the limited Carra Edition of the author's works.

Moreton, David Penn [Arthur Moore, pseud.] and others

Direct-current machinery; a practical treatise on the principles of operation, methods of winding, constructing, operating, and maintaining direct-current generators and motors. various p. il. diags. O c. Chic., Amer. Technical Society \$2.50

Generators and motors; a practical treatise on the construction, winding and repairing of electric generators and motors. various p. il. diags. O c. Chic., Amer. Technical Society \$2

Mills, Laurence

Oklahoma Indian land laws; a second edition of the lands of the five civilized tribes, expanded to include all tribes in Oklahoma. 1254p. D '24 St. Louis, Mo., Thomas Law Bk. Co. flex. cl. \$15

Peck, Erman Milans

Songs of St. Augustine, Florida. 54p. D [c. '24]

Mumford, Lewis

Sticks and stones; a study of American architecture and civilization. 247p. O [c. '24] N. Y., Liveright bds. \$2.50

By the author of "The Story of Utopias."

Neilson, Francis

The desire for change; a comedy in three acts. 124p. D '24, c. '22, '24 N. Y., Huebsch bds. \$1.50

A mixed foursome; a comedy in three acts. 106p. D '24, c. '23, '24 N. Y., Huebsch bds. \$1.50

The impossible philanthropist; a comedy in four acts. 115p. D '24, c. '23, '24 N. Y., Huebsch bds. \$1.50

By the author of "The Sin-Eater's Hallowe'en."

Newton, Joseph Fort, ed.

Best sermons 1924; with introd. and biographical notes. 366p. D [c. '24] N. Y., Harcourt \$2.50

Including sermons by Harry Emerson Fosdick, Newell Dwight Hillis and James Gordon Gilken.

Norris, Frank, i. e., Benjamin Franklin

McTeague; a story of San Francisco; il. with scenes from the photoplay. 441p. il. D (Popular copyrights) [c. '99] N. Y., Grosset 75 c.

O'Shaughnessy, Edith Louise Cones [Mrs. Nelson O'Shaughnessy].

Viennese medley. 295p. D c. N. Y., Huebsch \$2

The chronicle of a family in the hectic, impoverished life of post-war Vienna.

Ostrander, Isabel Egerton [Robert Orr Chipperfield, Douglas Grant, pseud.]

The tattooed arm. various p. D (Copyright fiction) '24 N. Y., Burt 75 c.

Ostrander, Major Alson Bowles

An army boy of the sixties; a story of the plains. 383p. il. D c. Yonkers, N. Y., World Bk. Co., bds. \$2.25

An account of the army life of a private in the Civil War.

Parker, Edward Harper

A thousand years of the Tartars; 2nd ed. rev. and reset. 300p. maps. O (The history of civilization, v. 3) '24 N. Y., Knopf \$5

The volume is divided into seven books, each dealing with an Empire of the Tartars.

Pearl, Raymond

Studies in human biology. 653p. (bibl. footnotes) diags. O c. Balt., Williams & Wilkins \$8

The author is professor of biology in the Medical School, John Hopkins University.

Perrin, Clyde

The thunderbolt. various p. front. D (Copyright fiction) '24 N. Y., Burt 75 c.

Perry, Lawrence

Touchdowns. 264p. front. D '24, c. '20-'24 N. Y., Scribner \$1.75

Six stories founded upon football episodes.

[Hartford, Conn.] [Author, 260 Edgewood St.]

Preliminary report by the Washington Committee of 100 on the federal city to the American Civic Association. 96p. O '24 Wash., D. C., [Amer. Civic Ass'n] pap. apply

Putnam's auto route distance atlas. 932p. F '24 N. Y., Putnam pap. \$1.50

Peto, Gladys

Children's annual. 127p. il. (pt. col.) Q [n. d.] N. Y., Harper bds. \$2.50
A big book of little stories and verses telling about fairies, pets, and toys and strange adventures in dreamland.

Phillips, R. Randal

Small family houses. 159p. il. diags. O (Country life lib.) ['24] N. Y., Scribner \$3.75
A book of English architectural designs, with accompanying text.

Phillipotts, Eden

Redcliff. 477p. D c. N. Y., Macmillan \$2.50
A novel of a village on the coast of Devon, in England.

Pound, Roscoe

Law and morals; the McNair lectures, 1923, delivered at the University of North Carolina. 159p. D c. Chapel Hill, N. C., Univ. of North Carolina Press \$1.50

Powers, Harry Huntington

Egypt. 337p. il. S (University travel ser.) c. N. Y., Macmillan \$2.50
An interpretation of the Nile country.

Robarts, Henry

A most friendly farewell to Sir Francis Drake; transcribed with a short introd. by Ernest Morell Blackie. no. p. O c. Cambridge, Mass., Harvard Univ. Press bds. \$2.50

Robb, Byron Burnett and Behrends, Frederick Gardner

Farm mechanics. 464p. diags. O (Wiley farm ser.) '24 N. Y., Wiley \$2.50

Rich, Wesley Everett

The history of the United States post office to the year 1829. 196p. O (Harvard ec. studies 27) c. Cambridge, Mass., Harvard Univ. Press. \$2

Riddell, Florence

Kenya mist. 300p. D c. N. Y., Holt \$2
The romance of a modern girl, who fearlessly resolves to live her own life, free from the conventional trammels of her sex, on a lonely farm in East Africa.

Rives, Hallie Erminie [Mrs. Post Wheeler]

The castaway; three great men ruined in one year—a king, a cad and a castaway; [Byron centenary ed.] 441p. D [c. '04] Indianapolis, Bobbs-Merrill \$2.50

Rouillon, Louis, and Ramsey, Charles George

Architectural details. 131p. il. Q '24 N. Y., Wiley \$3

Rackel, William Mahlon

The complete guide for Ohio township officers. 1200p. O '24 Cincinnati, O., W. H. Anderson Co. buck. \$7.50

Ridout, Daniel Lyman

Verses from a humble cottage. 28p. D '24 Hampton, Va., Hampton Institute Press apply

Shultz, William J.

The humane movement in the U. S., 1910-1922. 319p.

Rouvier, Frederick

The conquest of heaven; tr. from the French by Sister Francis of the Sacred Heart and Lawrence Drummond. 182p. S [c. '24] Balt., John Murphy Co. fab. \$1

Rusk, C. E.

Tales of a western mountaineer; a record of mountain experiences on the Pacific coast. 321p. il. O c. Bost., Houghton \$2.50
Washington, Oregon and northern California are the scenes for these tales of mountain-climbing.

Sarg, Tony

Tony Sarg's book for children from six to sixty. n. p. il. (col.) Q c. N. Y., Greenberg bds. \$3.75 bxd.
Stories in pictures and words; including "Mary and Freckles in Nantucket," "Christopher Columbus and His Educated Egg" and "Sir Walter Raleigh and the Hot Potato."

Schwarz, H. Stanley

An outline history of French literature. 173p. D c. N. Y., Knopf \$2.25

Seelig, Rayner

The eternal huntress. 229p. D c. N. Y., Knopf \$2
A novel of New York life and the younger set.

Sherrill, Charles H.

Modernizing the Monroe doctrine; new ed. various p. D '24 Bost., Houghton \$1.75

Simkins, Wallis

The Little Cockalorum on her own. 336p. il. D (The Little Cockalorum ser.) c. Phil., Penn \$1.75
Gerry Houston adopts a dilapidated arts and craft shop and builds up its business.

Sinclair, May

Anne Severn and the Fieldings. 320p. D (Macmillan 75 c. lib.) '24 c. '22 N. Y., Macmillan 75 c.

Singmaster, Elsie [Mrs. Harold Lewars]

A boy at Gettysburg. 202p. il. D c. Bost., Houghton \$1.75
A book for young people by the author of "Katy Gaumer" and "Gettysburg."

Sloane, William Milligan

Greater France in Africa. 309p. il. map O c. N. Y., Scribner \$3
An interesting book of travel with a broad background of history and sociology—the result of Dr. Sloane's recent visit to Morocco and Algiers as a member of the group invited by the Committee of Franco-America to make a tour of these parts of greater France.

O (Bull. of social legislation, no. 6) '24 N. Y., Columbia Univ. Press pap. \$2

Spinden, Herbert J.

The reduction of Mayan dates. 299p. il. O (Papers of the Peabody Mus., Harvard Univ. v. 6, no. 4) c. Cambridge, Mass., Peabody Mus. pap. apply

Staley, Seward C.

The program of sportsmanship education. 27p. O (Bureau of educ. research, bull. 28) '24 Urbana, Ill., Univ. of Ill. pap. apply

- Small, Sidney Herschel**
Fourscore. 376p. D [c. '24] Indianapolis, Bobbs-Merrill \$2
A novel of three generations and the growth of American ideals.
- Specking, Inez**
Missy; the heart story of a child. 188p. front. D c. N. Y., Benziger Bros. \$1.25
- Squires, Walter Albion**
Christian ideals for young disciples; intermediate department, third year, pt. I. 327p. il. D (Westminster textbks. of religious educ.) '24 c. '23 Phil., Westminster Press \$1.25
- Stefansson, Vilhjalmur, and Irwin, Violet Mary [Mrs. Coenvoad van Cuyk de Waal]**
Kak, the copper Eskimo. 260p. il. D c. N. Y., Macmillan \$2
Eskimos, Indians, animals and explorers seen thru the eyes of twelve-year-old Kak.
- Stevenson, Burton Egbert**
The kingmakers. front. D (Copyright fiction) '24 N. Y., Burt 75 c.
- Stokes, Francis Griffin**
Dictionary of the characters and proper names in the works of Shakespeare. various p. O Bost., Houghton fab. \$7.50
- Stringer, Arthur**
Silver poppy. various p. front. D (Copyright fiction) '24 N. Y., Burt 75 c.
- Sylvestre, Noel**
The sacrament of silence. 266p. D c. N. Y., Macmillan \$1.75
A sincere tale of a village priest.
- Tracy, Louis**
The passing of Charles Lanson. 320p. D [c. '24] N. Y., Clode \$2
A detective story.
- Tuttle, Margaretta Muhlenberg Perkins [Mrs. Frederic Crosby Tuttle]**
Feet of clay; il. with scenes from the photoplay. 368p. il. D (Popular copyrights) [c. '23] N. Y., Grosset 75 c.
- Twain, Mark, pseud. [Samuel Langhorne Clemens]**
Mark Twain's autobiography; with an introd. by Albert Bigelow Paine; 2 v. 384p; 365p. fronts. O c. N. Y., Harper \$10 bxd.
An unconventional and extraordinary autobiography, dictated at intervals by Mark Twain over a long period of years, with the stipulation that it should not be published until long after his death. The book is full of anecdotes, reminiscences and chronicles of friendships with all manner of men.
- Uhl, Willis Lemon**
The materials of reading; their selection and organization. 400p. (bibl. footnotes) D [c. '24] N. Y., Silver, Burdett \$1.80
- Stevenson, Robert Louis, and Radnor, Marion**
Songs for little children, Book 1. 29p. O [c. '23, '24] Buffalo, N. Y., Marvin Radnor pap. 30 c.
- Trevor, John B.**
An analysis of the American Immigration Act of 1924. 76p. D (International Conciliation no. 202) '24 Greenwich, Conn., Carnegie Endowment for International Peace, Div. of Intercourse & Educ. pap. 5 c.
- Tucker, George F.**
Practice and pleading in the courts of Massachusetts. 1763p. O '24 Boston., Little, Brown buck. \$20
- A guide for teachers in organizing the content of courses in reading and literature.
- Uncle Silas [Bascom B. Clarke]**
The gospel of De Molay. 53p. D [c. '24] Madison, Wis., [Author] flex. cl. \$1.25
Short sermons.
- Waldo, Fullerton Leonard**
Grenfell: knight-errant of the north. 315p. il. O [c. '24] Phil., Jacobs \$2
Wilfred Grenfell's work and experiences in Labrador told primarily for boys and girls.
- Walpole, Hugh Seymour**
The old ladies. 305p. D [c. '24] N. Y., Doran \$2
Lucy Amorest, May Beringer and Agatha Payne, three seventy-year olds, lived in rooms at the top of a creaky old house in Polchester.
- Warren, Maude Lavinia Radford**
The house of youth; il. with scenes from the photoplay. 376p. il. D (Popular copyrights) [c. '23] N. Y., Grosset 75 c.
- Webster, Noah**
Laird & Lee's Webster's new standard dictionary of the English language, designed to meet the requirements of all elementary grades; comp. by Edward Thomas Roe. 462p. il. S [c. '24] Chic., Laird & Lee 75 c.
- Wells, Carolyn [Mrs. Hadwin Houghton]**
The affair at the Flower Acres. various p. front. D (Copyright fiction) '24 N. Y., Burt 75 c.
- Prillilgirl; a Fleming Stone story. 332p. D c. Phil., Lippincott \$2**
A mystifying crime in theatrical circles leads to an amazing climax in which the murderer is tricked by radio.
- West, Franklin Lorenzo Richards**
Life of Franklin D. Richards, president of the Council of twelve apostles, Church of Jesus Christ of latter day saints. 269p. il. O [c. '24] Salt Lake City, Utah, Deseret News Press \$2.50
- White, William Allen**
Politics: the citizen's business. 338p. D c. N. Y., Macmillan \$2
"A number of reflections upon American politics as revealed to a convinced tho not excited liberal in the campaign of 1924." The author is the famous editor of the *Emporia Gazette* and the independent candidate for governor in Kansas.
- Whitlock, Brand**
The turn of the balance. 444p. D [c. '07, '24] Indianapolis, Bobbs-Merrill \$2.50
A new edition of the novel, revised by the author.
- Wilkinson, Mrs. Marguerite Ogden Bigelow, ed.**
Contemporary poetry. 39 p. il. D (Modern readers' ser.) '24 c. '23 N. Y., Macmillan \$2
- Willoughby, Charles C.**
Indian burial place at Winthrop, Mass. 37p. il. O (Papers of the Peabody Mus., Harvard Univ. v. 11, no. 1) c. Cambridge, Mass., Peabody Museum pap. apply
- Willson, Robert W.**
Astronomical notes on the Maya codices. 52p. il. O (Papers of the Peabody Mus., Harvard Univ. v. 6, no. 3) c. Cambridge, Mass., Peabody Mus. pap. apply

Wilson, Harry Leon

Professor how *could* you! a novel 340p.
D c. N. Y., Cosmopolitan Bk. \$2
By the author of "Oh Doctor!" and "Merton of
the Movies."

Witwer, Harry Charles

Fighting back; il. with scenes from the
photoplay. 345p. il. D (Popular copyrights)
[c. '24] N. Y., Grosset 75c.

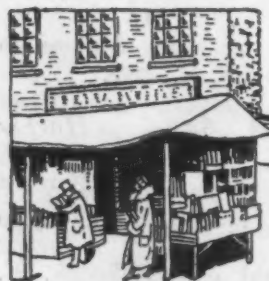
Title Index to the "Weekly Record"

Does not include the material listed in smaller type

- Across the Sahara by motor car. Haardt, G. M. \$3.50 *Appleton*
Affair at the Flower Acres. Wells, C. 75c. *Burt*
Anne Severn and the Fieldings. Sinclair, M. 75c. *Macmillan*
Architectural details. Rouillon, L. \$3 *Wiley*
Army boy of the sixties, An. Ostrander, A. B. \$2.25 *World Bk. Co.*
Autocrat, The. Bell, P. D. 75c. *Burt*
Bare souls. Bradford, G. \$3.50 *Harper*
Best sermons, 1924. Newton, J. F. \$2.50 *Harcourt*
Boy at Gettysburg, A. Singmaster, E. \$1.75 *Houghton*
Boy scouts of Round Table patrol, The. Ler-rigo, C. H. \$1.75 *Little, Brown*
Bridge builders, The. Braunstein, R. \$1 *Abingdon*
Bridgman's life-drawing. Bridgman, G. B. \$5.50 *E. C. Bridgman*
Broken gate, The. Hough, E. 75c. *Grosset*
Candidate, The. Altsheler, J. A. \$2 *Appleton*
Carl and the cotton gin. Bassett, S. W. \$1.65 *Little, Brown*
Carlo. Frost, A. B. \$1.50 *Doubleday*
Castaway, The. Rives, H. E. \$2.50 *Bobbs-Merrill*
Century of work for animals, A. Fairholme, E. G. \$3 *Dutton*
Chalk face. Frank, W. D. \$2 *Liveright*
Chapter in American education, A. Baker, R. P. \$1 *Scribner*
Children's annual. Peto, G. \$2.50 *Harper*
Christian ideals for young disciples. Squires, W. A. \$1.25 *Westminster Press*
Church building. Cram, R. A. \$7.50 *Marshall Jones*
Citadel. Husband, J. \$2 *Houghton*
Conduct of life, The. Croce, B. \$2.25 *Harcourt*
Conduit wiring. Croft, T. \$3 *McGraw-Hill*
Conquest of heaven, The. Rouvier, F. \$1 *John Murphy Co.*
Contemporary poetry. Wilkinson, M. \$2 *Macmillan*
Conversations in Ebury Street. Moore, G. \$2.50 *Liveright*
Criminal as a human being, The. Dougherty, G. S. \$2 *Appleton*
Czechoslovakia. Gruber, J. \$2 *Macmillan*
Deephaven. Jewett, S. O. \$3.50 *Houghton*
De Molay, The gospel of. \$1.25 *Uncle Silas*
Desire for change, The. Neilson, F. \$1.50 *Huebsch*
Dictionary of English furniture, The. Mac-quoid, P. \$35 *Scribner*
Direct-current machinery. Moreton, D. P. \$2.50 *Amer. Technical Society*
Doctor looks at life, The. Dearden, H. \$2 *Doubleday*
Downland pathways. Allcroft, A. H. \$2.50 *Houghton*
Egypt. Powers, H. H. \$2.50 *Macmillan*
End of Fiammetta, The. Annand, R. \$3 *Holt*
English decoration and furniture of the early Renaissance. Jourdain, M. \$25 *Scribner*
Eternal huntress, The. Seelig, R. \$2 *Knopf*
Faith Desmond's last stand. Jordan, E. G. \$1.50 *Extension Press*
Farm mechanics. Robb, B. B. \$2.50 *Wiley*
Feet of clay. Tuttle, M. 75c. *Grosset*
Fighting back. Witwer, H. C. 75c. *Grosset*
Fourscore. Small, S. H. \$2 *Bobbs-Merrill*
Fox's paw, The. De Ayala, R. P. \$2.50 *Dutton*
French literature, An outline history of. Schwarz, H. S. \$2.25 *Knopf*
French revolution in English history, The. Brown, P. A. \$3 *Dutton*
General chemistry, A laboratory manual in. Foster, W. \$2 *Princeton Univ. Press*
Generators and motors. Moreton, D. P. \$2 *Amer. Technical Society*
Giant sequoia, The. Ellsworth, R. S. \$2 *J. D. Berger*
Girl from the Big Horn country, The. Chase, M. E. 75c. *Burt*
Grandpa and the tiger. Heward, C. \$1.50 *Jacobs*
Greater France in Africa. Sloane, W. M. \$3 *Scribner*
Grenfell: knight-errant of the north. Waldo, F. L. \$2 *Jacobs*
Health is wealth. Herman, E. J. \$1 *Reilly & Lee*
Heaven on the sea, The. Ish-Kishor, S. \$1.50 *Bloch Pub. Co.*
Helen's babies. Habberton, J. *Grosset*
Heredity, An introduction to the study of. MacBride, E. W. \$1 *Holt*

- House of prophecy, The. Cannan, G. \$2
Seltzer
- House of youth, The. Warren, M. 75c.
Grosset
- How to distinguish the saints in art. De Bles, A. \$5
Art Culture Publications, Inc.
- How to make money in real estate. McMichael, S. L. \$2.50
S. McMichael Pub. & Organization
- Human biology, Studies in. Pearl, R. \$8
Williams & Wilkins
- Imperialism of John Marshall, The. Bryan, G. \$1.50
Stratford
- Impossible philanthropist, The. Neilson, F. \$1.50
Huebsch
- Inner discipline, The. Baudouin, C. \$2 Holt
- Intelligence of continuation-school children in Massachusetts, The. Hopkins, L. T. \$1.75
Harvard Univ. Press
- Jibby Jones and the alligator. Butler, E. P. \$2
Houghton
- Jim Davis. Masefield, J. \$2.50
Stokes
- Jimmy Sharswood. Helton, R. A. \$2.50
Penn
- Joan of Arc of the North woods. Day, H. F. 75c.
Burt
- Kak, the copper Eskimo. Stefansson, V. \$2
Macmillan
- Kellogg's stories from the Bible. Kellogg, C. \$2.75
Bobbs-Merrill
- Kenya mist. Riddell, F. \$2
Holt
- Kingmakers, The. Stevenson, B. E. 75c.
Burt
- Laird & Lee's Webster's new standard dictionary of the English language. Webster, N. 75c.
Laird & Lee
- Law and morals. Pound, R. \$1.50
Univ. of North Carolina Press
- Leaves from the Golden bough. Frazer, Lady. \$3
Macmillan
- Lessons of history, The. Leavenworth, C. S. \$1.50
Yale
- Library cataloging, Practical hand-book of modern. Bishop, W. W. \$1.75
Williams & Wilkins
- Little Cockalorum on her own, The. Simkins, W. \$1.75
Penn
- Little girl, The. Mansfield, K. \$2.50 Knopf
- Little girl's fancy work. Klickmann, F. \$1
Stokes
- Little girl's sweet book. Klickmann, F. \$1
Stokes
- Little maid of Mohawk valley, A. Curtis, A. T. \$1.50
Penn
- Low bridge and punk pungs. Hellman, S. \$1.25
Little, Brown
- McTeague. Norris, F. 75c.
Grosset
- Management of dynamo-electric machinery. Crocker, F. B. \$2 Amer. Technical Society
- Mariposa. Baerlein, H. \$2 Liveright
- Mark Twain's autobiography. Twain, M. \$10
Harper
- Materials of reading, The. Uhl, W. L. \$1.80
Silver, Burdett
- Mediaeval society romances, The. Barrow, S. F. \$2.50
Columbia Univ. Press
- Meet the folks. Herschell, W. \$2
Bobbs-Merrill
- Mind as a force.. Harford, C. F. \$1.50
Holt
- Missy. Specking, I. \$1.25 Benziger Bros.
- Mixed foursome, A. Neilson, F. \$1.50
Huebsch
- Modernizing the Monroe doctrine. Sherrill, C. H. \$1.75
Houghton
- Moon-element, The. D'Albe, E. E. \$3
Appleton
- Most friendly farewell to Sir Francis Drake, A. Roberts, H. \$2.50
Harvard Univ. Press
- Mystery of the opal, The. Holland, R. S. \$2
Jacobs
- Naked king, A. Ades, A. \$2 A. & C. Boni
- New England girlhood, A. Larcom, L. \$1.75
Houghton
- Odds. Dell, E. M. 75c.
Burt
- Old ladies, The. Walpole, H. S. \$2 Doran
- Old men of the sea, The. Mackenzie, C. \$2
Stokes
- Omoo. Melville, H. 75c.
Burt
- One-piece dinners. Chambers, M. \$2
Little, Brown
- Origins of the war of 1870. Lord, R. H. \$3.50
Harvard Univ. Press
- Out where the West begins. Chapman, A. \$2.25
Houghton
- Passing of Charles Lanson, The. Tracy, L. \$2
Clode
- Paul's school of statesmanship. Harvey, W. H. 50c.
Mundus Pub. Co.
- Pharisees, The. Herford, R. T. \$2 Macmillan
- Pilgrimage of Robert Langton, The. Langton, R. \$3
Harvard Univ. Press
- Pipers and a dancer. Benson, S. \$2
Macmillan
- Politics. White, W. A. \$2 Macmillan
- Practical pedodontia. Hageboom, F. E. \$3
C. V. Mosby
- Prillilgirl. Wells, C. \$2 Lippincott
- Professor how could you! Wilson, H. L. Cosmopolitan Bk.
- Pulverised fuel. Harvey, L. C. \$18
Macmillan
- Purchase price, The. Hough, E. 75c.
Grosset
- R. F. D. No. 3. Croy, H. \$2 Harper
- Ragged messenger, The. Maxwell, W. B. 75c.
Grosset
- Rambles in old London. Gordon, G. B. \$3.50
Jacobs
- Real estate, The appraisal of. Babcock, F. M. \$3.50
Macmillan
- Redcliff. Phillpotts, E. \$2.50 Macmillan
- Religion, The romance of. Guild, L. T. \$1.75
Abingdon
- Representative plays. Galsworthy, J. \$1.60
Scribner
- Richards, Franklin D., Life of. West, F. \$2.50
Deseret News Press
- Robin Hollow. Brown, E. A. \$1.75 Lothrop
- Routine laboratory examinations. Gibson, A. L. \$1.25
M. Barrows
- Rugged water. Lincoln, J. C. \$2 Appleton
- Rumpty-Dudget's tower. Hawthorne, J. \$1.50
Stokes

- Rutgers College, A history of. Demarest, W. \$5 *Rutgers College*
 Sacrament of silence, The. Sylvestre, N. \$1.75 *Macmillan*
 Sagebrusher, The. Hough, E. 75c. *Grosset*
 Scientific research and human welfare. Harris, F. S. \$2.50 *Macmillan*
 Scripture promises. Clark, S. 75c. *Amer. Tract Society*
 Secrets. Batchelder, R. 75c. *Grosset*
 Sense of immortality, The. Cabot, P. \$1; 50c. *Harvard Univ. Press*
 7th heaven. Golden, J. \$1.75 *H. K. Fly*
 Shakespeare, Dictionary of the characters and proper names in the works of. Stokes, F. G. \$7.50 *Houghton*
 Shakespeare, Outline guide to. Kaufman, P. \$1.75 *Century*
 Silver poppy. Stringer, A. 75c. *Burt*
 Sinners in heaven. Arden, C. 75c. *Grosset*
 Small family houses. Phillips, R. R. \$3.75 *Scribner*
 Sonnets from the Portuguese. Browning, E. B. \$20 *Stokes*
 Sticks and stones. Mumford, L. \$2.50 *Liveright*
 Studies in the history of mediaeval science. Haskins, C. H. \$6 *Harvard Univ. Press*
 Sudden wealth. Forman, H. J. \$2 *Liveright*
 Tales from nature's wonderlands. Hornaday, W. T. \$2.50 *Scribner*
 Tales of a western mountaineer. Rusk, C. E. \$2.50 *Houghton*
 Tattooed arm, The. Ostrander, I. E. 75c. *Burt*
 Thief of Bagdad, The. Abdullah, A. \$1.75 *H. K. Fly*
 Thomas the lambkin. Farrère, C. \$2 *Dutton*
 Thousand years of the Tartars, A. Parker, E. H. \$5 *Knopf*
 Three tales. Flaubert, G. \$1.25 *Knopf*
 Thunderbolt, The. Perrin, C. 75c. *Burt*
 Thy kingdom come. Moffatt, J. E. 30c. *Benziger Bros.*
 Tony Sarg's book for children. Sarg, T. \$3.75 *Greenberg*
 Touchdowns. Perry, L. \$1.75 *Scribner*
 Training for the professions and allied occupations. \$3.50 *Bureau of Vocational Information*
 Turn of the balance, The. Whitlock, B. \$2.50 *Bobbs-Merrill*
 United States Post Office to the year 1829, The history of. Rich, W. E. \$2 *Harvard Univ. Press*
 Viennese medley. O'Shaughnessy, E. L. \$2 *Huebsch*
 Warrens of Virginia, The. Eggleston, G. C. 75c. *Grosset*
 Way to the west, The. Hough, E. 75c. *Grosset*
 Way out, The. Hough, E. 75c. *Grosset*
 Wendell, Barrett, and his letters. Howe, M. \$4.50 *Atlantic Mo. Press*
 Wholesome childhood. Groves, E. R. \$1.75 *Houghton*
 Who will remember? Irwin, M. \$2 *Seltzer*
 Wiggly weasel, The. Marlowe, M. \$1.25 *Appleton*
 Wireless possibilities. Low, A. M. \$1 *Dutton*
 Women in Shakespeare's plays, The. Mackenzie, A. M. \$4 *Doubleday*
 Work of the pastor, The. Erdman, C. R. \$1.75 *Westminster Press*
 Yourself and your body. Grenfell, W. T. \$2.50 *Scribner*



Old and Rare Books

Edited by Frederick M. Hopkins



THE Johns Hopkins Press will publish immediately the "Sacred Eclogues of Antonio Geraldini," first printed in Rome in 1485, edited, with an introduction and notes by Professor W. P. Mustard.

"ROBINSON CRUSOE and Its Printing, 1719-1731," is a forthcoming book announced by the Columbia University Press, which should be of interest to collectors and students of the early days of book making. It will be published in a limited edition.

EMILY SUSANNAH CLARKE, niece of George Eliot, recently died in London at the age of eighty. She expressly stipulated in her will that a portion of the letters which she inherited from her aunt should be destroyed. Books once owned by the novelist were given to Miss Clarke's nephew, Charles Edward Clarke.

IN honor of Walt Whitman, the poet, the Master Institute of United Arts of New York City has announced an annual scholarship which is to be awarded for the

first time this fall. The endowment provides tuition for a course in sculpture and is open to both men and women. The scholarship is competitive.

EARLY next month, Little, Brown & Company will publish a new biography of Robert Louis Stevenson by John A. Steuart in two handsome octavo volumes. The publishers announce that the author has had much new material at his disposal and that for the first time we are to have a real portrait of R. L. S. as he actually was.

THE special autumn number of *The Studio* will be devoted to posters and their designers. The volume will be produced on a lavish scale, containing between 300 and 400 illustrations, representing posters from all of the principal countries. There will also be an authoritative survey of modern poster design, which will make a valuable addition to the record of progress in applied art.

THE Chekhov Museum in Moscow attracted much attention when the recent twentieth anniversary of the playwright's death was commemorated last month. In the two years since this institution was started, a great many relics relating to the author of "The Cherry Orchard" and his contemporaries, mostly manuscripts and iconographic material, have been gathered. The museum has published Chekhov's correspondence with Korolenko and has prepared a volume of miscellaneous material about the playwright, which includes a hitherto unknown short story of his entitled "The History of a Business House."

WE have just received from J. A. Allen & Co. of London a catalog of the "Works of Joseph Conrad," mostly first editions, in original bindings as published. The last item is the original manuscript of "Legends" eleven and a half quarto pages, the last words written by Conrad, who intended this to be enlarged into a book of intimate memories of the sailors he had met, to be a kind of pendant to "The Mirror of the Sea." This thoroly characteristic manuscript, showing the author's great care in revision, is priced at £250.

A NEW volume by George Gissing, "Critical Studies of the Works of Charles Dickens," published by Greenberg, Publisher, Inc., of this city, in a handsome octavo volume of 163 pages, bound in brown boards, limited to 1500 copies, has just ap-

peared. Here appears for the first time several critical studies of Dickens's separate works. There is, also, an introduction by Temple Scott, an essay on "Dickens in Memory," a tribute by Gissing, and a bibliographical list of the writings of George Gissing. This volume has a strong double appeal, being one that Gissing and Dickens collectors will both treasure.

THE September number of *The Bookman's Journal* is unusually interesting. The leading article is "Letters of a Bookman-Diplomatist." Other articles are "The Lure of the Paris Book-Stalls" by George Cecil; "The Shelley-Browning Myth" by George H. Sargent; "A Private Sale" by H. C. Rham; "Olla-Podrida—a Great Arab Library" by V. B. Metta; "John B. Gilbert, the Father of English Illustration" by James Guthrie; "Four Hitherto Unknown Kipling Items," an unsigned article; and a continuation of Mrs. Luther Livingston's "Bibliography of the Works of F. Locker-Lampson." The departments are well filled and the illustrations are interesting. Collectors who do not see this magazine regularly miss a great deal.

LAWN BANK, Keats's home at Hempstead in the northwest district of London, has become an international possession, if the interest of American visitors can make it so. Provisions have been made for maintaining the house in perpetuity as a public museum for relics of the poet. The garden is to be kept and maintained as at present, which is much the same as when the poet, seated under a pear tree, which died a few years ago, or under the mulberry tree on the lawn in front of the house, which is still flourishing, wrote the "Ode to the Nightingale" and other poems. Here, too, Keats produced much of his best work, writing both versions of "Hyperion," four out of five of his great odes, "The Eve of St. Mark's," "La Belle Dame Sans Merci," and much besides.

THE first two volumes of the Atlantic edition of the "Works of H. G. Wells," in 28 volumes, limited to 600 sets, the first volume of each set autographed by the author, published by T. Fisher Unwin, Ltd. of London, will be delivered to subscribers this month. The date of publication has been fixed for October 17 in England. Experiments were under way for several months to make these books as mechanically perfect as possible. The text is printed from an unusually beautiful and clear-faced type. The margins are wide. The paper is a fine

pure rag paper and the binding is a fine buckram. Mr. Wells has read and revised the text. Unusual care has been exercised in the proof reading and its publishers predict that the Atlantic edition will remain an example of typographical excellence and good book-making.

Richard Savage, the genial secretary and librarian of the Shakespeare Birthplace Trust at Stratford-on-Avon, is dead. This scholar had devoted the best part of a long life to "rescuing the memory of past days from the dust scattered over it by time." His Shakespearean research and his long residence at the birthplace of the poet had brought him into contact with a wide circle of Shakespeare lovers, authors, actors and others of note, from all parts of the world. In one of the many manuscripts he left behind, he has stated his life's object. "For many years past I have occupied the greater part of holidays and leisure hours in endeavoring to gather together something new—and at the same time authentic—to interest and help the Shakespearean student." He succeeded, for thru his wide knowledge of local history in Elizabethan and Stuart times he was able to gather much material throwing new light on the poet's family, education, town and times. Commentators such as Sir Sidney Lee, Mrs. Carmichael Stopes and Snowden Ward, acknowledge freely the great assistance given them by Mr. Savage in their compilations. At one time Mr. Savage wove a bond between America and Shakespeare's birthplace by editing in collaboration with W. S. Brassington, a publication entitled "Stratford-on-Avon from the Sketch Book of Washington Irving." It was said that he always believed that somewhere would be found documents which would add to our knowledge of the poet. Mr. Savage was born in 1847 and early showed a strong literary taste and a keen interest in genealogical pursuits. He was a teacher for a short period, but gave up this avocation to accept a clerical post at Stratford-on-Avon. Here in 1884, he was appointed librarian of the birthplace and shortly after secretary as well. He filled the two offices with distinction until a few years ago, when he retired owing to advancing years.

Auction Calendar

Thursday morning, October 16th, at 10:30. Books, maps, newspapers, pamphlets, fiction, bibliography, etc. (No. 340; Items 372.) The Walpole Galleries, 12 West 48th St., New York City.

Friday and Saturday afternoons, October 16th and 17th, at 2:30. The extensive collection of bookplates formed by the late Dr. Richard B. Coutant, Tarrytown, N. Y., and a comprehensive library of bookplate bibliography. (Items 600.) The Anderson Galleries, 489 Park Ave., New York City.

Tuesday afternoon, October 14th, at 2:30. The library of the late Charles A. Stearns, Boston, Mass. (Items 320.) The Anderson Galleries, 489 Park Ave., New York City.

Catalogs Received

Americana, Africa, natural history, etc. (No. 9; Items 586.) Ernest W. Stevens, Cannington, Bridgewater, England.

Americana, books, new and old, relating to North America. (No. 43; Items 595.) A. J. Huston, 92 Exchange St., Portland, Me.

Americana, rare, curious and standard works. (No. 16.) Philip Howard Furman, 366 West 51st St., New York City.

Afrika Aegyptologie. (No. 541; Items 820.) Karl W. Hiersmann, Königstrasse 29, Leipzig, Germany.

Autographs. (No. 6000; Items 135.) John Heise, 410 Onondaga Bank Bldg., Syracuse, N. Y.

Art, biography, history, drama, music, etc. (No. 18.) Hochschild, Kohn & Co., Howard and Lexington Sts., Baltimore, Md.

Books, ancient and modern. (No. 19) The John Clark Co., 1783 East 11th St., Cleveland, O.

Bibliothek J. Reich. (Part 1, Kunstgeschichte, Illustrierte Bücher, Items 946; Part 2, Kulturgeschichte, Reisen Geschichte Staats-, Rechts-, Sozialwissenschaft Deutsche u. Fremdsprachige Literatur; Part 1, November 17th-20th; Part 2, November 21st-24th.) Bukum A. G. (Vorm. Hugo Heller & Cie), Regierungsgasse, 1, Wien, Austria-Hungary.

Books printed by John Baskerville, Eragny Press, Essex House Press, etc., including first editions and illustrated works. (No. 41; Items 665.) Antiquarian Book Co., 26a, Great William St., Stratford-on-Avon, England.

Choix D'Ouvrages Sur Le Droit International. (No. 506; Items 515.) Martinus Nijhoff, Lange Voorhout 9, La Haye, Holland.

Entire overstock of E. P. Dutton & Company, 750,000 books at 50% to 75% discount. Thoms & Eron, Inc., 34 Barclay St., New York City.

First editions in original covers and limited editions. (Nos. 38 and 40.) Antiquarian Book Co., 26a, Great William St., Stratford-on-Avon, England.

Inkunabeln. (No. 640; Items 80.) Karl W. Hiersmann, Königstrasse 29, Leipzig, Germany.

Interesting and miscellaneous old literature, including choice old steel and copper illustrated books. (No. 21, New Series; Items 525.) Albert Britnell, 815 Yonge St., Toronto, Canada.

Modern first editions in original bindings. (No. 1; Items 343.) Hoyt Case, 136 East 60th St., New York City.

Old and modern books, English and foreign literature, sporting books, etc. (No. 11; Items 862.) William H. Robinson, 4 Nelson St., Newcastle-on-Tyne, England.

Old engravings. (No. 86; Items 811.) Suckling & Co., 13 Garrick St., London, W. C. 2, England.

Out-of-print items—books, pamphlets, maps, etc.—relating to America-South-of-U. S., Mexico and Central America and the West Indies. (Nos. 2, 3 and 4; Items 1,200.) America-South-of-US, 44 West 47th St., New York City.

Rare books, including books on London, early printing, drama, etc. (No. 6, Leeds Series No. 72; Items 1218.) D. Webster, Kentish Mansions, London Road, Tunbridge Wells, England.

Second-hand books and modern first editions. (No. F-24; Items 2,000.) Aurand's Book Store, 925 North 3rd St., Harrisburg, Pa.

Second-hand books on Africa, America, art, etc. (No. 333, New Series; Items 660.) S. Drayton & Sons, 201 High St., Exeter, England.

LIBRAIRIE J. TERQUEM

1, RUE SCRIBE, PARIS

Export Booksellers and Bookbinders

Agents for Universities, Public Libraries and Institutions in America

Special ability for second-hand items
Correspondence solicited

Issued Every Saturday

The Publishers' Weekly

62 West 45th St., New York

R. R. BOWKER CO., PUBLISHERS

DIRECTORS

R. R. BOWKER - President and Treasurer
 FREDERIC G. MELCHER - Vice-President
 JOHN A. HOLDEN - Secretary-Business Manager
 ALBERT R. CRONE - Assistant Treasurer-Promotion
 MARIAN LEYPOLDT OSBORNE

Subscription Terms: In Zones 1-5, \$5; in Zones 6-8, and Canada, \$5.50. Foreign, \$6. Single copies, 15 cents. Educational Number, bound in cloth, \$1.00. Christmas Bookshelf, 25 cents.

English Agent: D. H. Bond, 407 Bank Chambers, Chancery Lane, London, W. C.

ADVERTISING

Front Section (full pages only)\$75.00
 One page\$60.00 Half page 35.00
 Quarter page 20.00 Eighth page 10.00
 The above rates are unspiced positions.
 Higher rates for Summer Reading, Educational
 Number and Christmas Bookshelf.

The Weekly Book Exchange

Books Wanted and For Sale

Under Books Wanted subscribers are charged 15c a line (no charge for address); all other classified ads. 20c for each line. Bills for this service will be rendered monthly. Objectionable books are excluded as far as they are noted.

Write your wants plainly, on one side of the sheet only. Illegible "wants" are ignored. To insure prompt replies each title should begin on a separate line. Grouped titles in a solid paragraph, excepting those by one author, not allowed. The WEEKLY is not responsible for errors. Parties with whom there is no account must pay in advance.

In answering, please state edition, condition and price, including postage or express charges. Houses that will deal exclusively on a cash-on-delivery basis should put [Cash] after their firm name. The appearance of advertisements in this column, or elsewhere in the WEEKLY does not furnish a guarantee of credit. While it endeavors to safeguard its columns by withholding the privileges of advertising should occasion arise, booksellers should take usual precautions in extending credit.

BOOKS WANTED**A. B. C., Care Publishers' Weekly**

Hunt's Merchant's Magazine, vol. 1-63, complete.

Adairs Bk. Store, 1715 Champa St., Denver, Colo.

Davis' Translation of Cicero's Tusculan Disputations.

Vitalic Breathing, J. W. Gaines.

Health Through Self Control, W. A. Spinney.

The Heart of New Thought, Ella W. Wilcox.

Healing Yourself, C. D. Larson.

Suggestion and Autosuggestion, Chas. Baudouin.

Eat Your Way to Health, Robt. H. Rose.

Practical Lessons in Hypnotism & Autosuggestion, Wesley Cook.

Ancient Curious, Famous Wills.

Aunt Babette's Cook Book.

Beyond the Veil, Randolph.

Enchanted Land.

Browning's Cyclopaedia, Berdoe.

Solar Biology, Butler.

Star in the Cloud, Rowe.

Mystic Masonry, Buck.

Alcove Bk. Shop, 936 Broadway, San Diego, Cal.

La Salle or A. Hamilton Business set, recent.

Aldine Bk. Shop, 1803 Sansom St., Philadelphia

Complete set of U. S. Catalogue.

R. L. Stevenson, 1st eds.

Amer. Bapt. Pub. Socy., 1107 McGee St., Kansas City, Mo.

Matthew Henry's Commentary, 6-vol. ed.

Creeds and Confessions of Faith, Curtis.

The Proof of God, Begbie.

Why We Believe in Life After Death, Jefferson.

Is There a Hell?, Ingraham.

Amer. Bapt. Pub. Socy., 1701 Chestnut St., Phila.

Paul Sabatier's Modernism.

The American News Co., 9 Park Pl., New York

Psychology of Revolution, LeBon, Putnam.

Wm. H. Andre, 607 Kittredge Bldg., Denver, Col.

Two-vol. Mackey's Encyclopedia of Masonry.

Wild Western Scenes, Jones.

Aries Bk. Shop, 116 Delaware Ave., Buffalo, N. Y.
 The Celestial Hierarchy, Dionysius the Areopagite, trans. Parker.

A. S. Arnold, Metuchen, N. J.

Books on Ancient Egypt, Hieroglyphs, Art, etc.

Egypt Exploration Society, Excavation Memoirs, 3, 7,

23, 24, 25, 30, 37; Archaeological Survey, 10, 19-24.

Breasted, Ancient Records of Egypt, 5 vols.

Associated Students Store, Berkeley, Calif.

Herrick Home Life of Wild Birds, Putnam.

Schryver, General Character Proteins, Bio-chemistry

Monograph, Longmans.

Auditorium Bk. Store, 1407 Arapahoe St., Denver

Red and Black, De Stendhal, vol. 2.

Life and Memoirs, Fremont, describe fully.

Speeches of Charles Phillip, about 1830.

Bailey's Bk. Store, Vanderbilt Sq., Syracuse, N. Y.

The Count of Nideck, Ralph Browning Fiske.

Wm. M. Bains, 1213 Market St., Philadelphia

Tossed Coins, Amory Mare, Dodd, Mead.

Baird & Crips, Lebanon, Tenn.

Parsons On Contracts, vols. 1, 2, 3, only 9th ed.; quote price.

G. A. Baker & Co., 144 E. 39th St., New York

Whyte-Melville, Sarchedon, any ed.

Wm. Ballantyne & Sons, 1409 F St., N. W., Wash., D. C.

Hammond, Colonial Mansions of Maryland and Delaware.

Lancaster, Historic Virginia Homes and Churches.

Norris, American Anglers' Book.

Merriman, Barlasch of the Guards.

Hewlett, Richard Yea and Nay.

Baptist Bk. Concern, 656 S. 4th Ave., Louisville, Ky.

The Master of the Heart, Robt. Speer, pub. about 1906, Revell.

Beacon Bk. Shop, 42 E. 45th St., New York

Schreiner, Dream Life and Real Life.

BOOKS WANTED—Continued

Bell Bk. & Sta. Co., 5th St., Richmond, Va.
 Sam, C. W., Conquest of Virginia, Putnam.
 Archer's The Peace President.
 Scott's Capt., Antarctic Explorers, 2 vols.
 Allibone's Dictionary of English Literature, British American Authors, 3 vols., Lippincott.

C. P. Bensinger Cable Code Book Co., 19 Whitehall St., New York

Schofield's General Telegraph A B C 5th Improved.
 Peterson Banking, Sampler's Code.
 Western Union, Lieber 5-Letter Codes.
 Any American-Foreign Language Code.

Bigelow, Brown & Co., 286 Fifth Ave., New York
 Nature Serial Story, E. A. Roe, illus. ed.
 Springhaven, Blackmore.

Bd. of Christian Educ. of the Presby. Church, 420 Elm St., Cincinnati, Ohio

Phelon, Denominations.
 Lyon, Study in the Sects.
 Carroll, Religious Forces in the U. S., latest ed.

Bd. of Christian Educ. of the Presby. Church, Bk. Dept., Witherspoon Bldg., Philadelphia
 Romans, Godet.

Louise Bonney, 806 17th St., N. W., Wash., D. C.
 Gooch, G. P., The History of English Democratic Ideas in the Seventeenth Century, 1898, Clay.
 Michels, Robert, Political Parties, Hearst Int. Lib. Co.

Blauvelt, Mary Taylor, The Development of Cabinet Government in England, 1902.

Anderson, Frank M., The Constitutions and Other Select Documents Illustrative of the History of France, 1789-1907, pub. 1908.

Kent, C. B. R., English Radicals, 1899, Longmans, Green.

Lewis, G. C., An Essay on the Influence of Authority in Matters of Opinion, 1875, Longmans, Green.
 Willoughby, W. W., Political Theories of the Ancient World, 1903, Longmans, Green.

Roberts, R., The Church in the Commonwealth, 1918, Stokes Co.

The Book Shelf, 15 Garfield, Cincinnati, Ohio
 Story of My Heart, Jeffries, Mosher ed.

The Book Shop, 219 N. 2nd St., Harrisburg, Pa.
 Death Bed Scenes.

The Book Shop, 136 Park Pl., Johnstown, Pa.
 American Glassware, Edwin Atlee Barber.
 Stiegel Glass, Frederick Wm. Hunter.
 The Ninth Vibration, L. Adams Beck.
 The Perfect Whole, Horatio W. Dresser.

The Book Shop, 614 Spruce St., Scranton, Pa.
 The Humble Bee, Sladin, Macmillan.

The Book Shop, 122 Elm St., Westfield, N. J.
 Any book on North American Indians.

The Booke Shop, 4 Market Sq., Providence, R. I.
 Higginbotham, Three Weeks in France; Three Weeks in Holland and Belgium; Three Weeks in the British Isles.
 Quaint Epitaphs, DeWolf Fiske, pub.

Boston Bookman, 104 Robinwood Ave., Boston 30
 R. L. Stevenson, all items; all catalogs.

Chas. L. Bowman & Co., 118 E. 25th St., New York
 Etchers and Etching, Pennell.
 Bailey, H. T. Plates for Blackboard Drawing.
 Book Lover's Rosary.

Brentano's, 5th Ave. & 27th St., New York

Savage, Life of John Winthrop.
 Hollister, History of Connecticut.
 Lady Mary Montagu's Works, any ed.
 Crowe's History of France, 5 vols.
 Letters and Journals of Lord Byron, 3 vols.
 Mark Twain's Works, Royal ed., vol. 19.
 Weem's Life of Washington, 1st ed.
 Memoirs of General Basil W. Duke.

Brentano's—Continued

Browning, Forty-four Years of a Hunter's Life.
 Lyon's Colonial Furniture.
 Dickens, Pickwick Papers, New York, 1838, original parts, or parts 2 and 25 only.
 Capt. David Porter's Journal of a Cruise to the Pacific Ocean, 1812-14, 2 vols., 1815.
 Jones, American Portrait Gallery.
 Life of J. Gould, anything.

Brick Row Bk. Shop, 104 High St., New Haven, Ct.
 Kids of Many Colors, Ike Morgan.
 Studies in Frankness, Whibley.
 Hist. of Architecture, Sturges & Frothingham, vol. 3.
 Golden Age.

Brick Row Bk. Shop, 19 E. 47th St., New York
 Maspero, Egypt.
 New Shakespeare Society Publications.
 Anything on Toltec and Mayan Art.
 Tarkington, Autograph ed., vol. 8 only.
 Erasmus, early ed. with woodcuts.

Bridgman & Lyman, 108 Main St., Northampton, Mass.

Little Miss Grouch, S. H. Adams.
 The Childhood of Art, H. G. Spearing.

Morris H. Briggs, 5113 Kimbark Ave., Chicago
 Anything, especially pamphlets on California, Ore., Mormons, Indians; Texas, Ariz., Ill., Chicago and other Far and Middle Western material.
 Lists or catalogs of first edns., Americans and miscellaneous books welcomed at all times; describe fully; quote best prices, prepaid for cash.

Brookline Public Library, Brookline, Mass.

King, Clarence, Helmet of Mambrino, etc.
 Sangster, M. E., On the Road Home.

Brooklyn Museum Lib., Eastern Parkway & Washington Ave., Brooklyn, N. Y.

Antiquarian, The, Aug., 1923.

Cadmus Bk. Shop, 312 W. 34th St., New York
 Parsons, Life and Adventures of James W. Marshall, Discoverer of Gold in California.
 Connecticut Historical Society Collections, complete run.

King, How to Figure Out and Arrange Pattern Work for Weaving, 1915.

Hall, Legends and Stories of Weaving, 1875.
 Weeden, Art of Weaving, Amer. Hist. Soc. Report, 1902.

Fox, Mechanics of Weaving, London, 1894.

Todd, Hand Loom Weaving Manual.

Campion & Co., 1313 Walnut St., Philadelphia
 Benvenuto Cellini, trans. Anne MacDonald.

Carnegie Free Library, Duquesne, Pa.
 Johnston, Adventures of a Forty-niner.

Hoyt Case, 136 E. 60th St., New York
 First eds. of Lucas' Over Bemertons.
 Hearn, Interpretations.
 Hauch Paunch and Jowl, 2 copies.
 Kipling, O. Horatio Flacci.
 Lagerlof, Gosta Berling with illus. by Mori.
 Old Man Curry.
 Cabell, The Rivet in Grandfather's Neck.

C. N. Caspar Co., 454 E. Water St., Milwaukee
 Lamartine, Grazielle.
 Puschkin, Marie.
 Sandeau, Madelaine.
 Galdos, Marianela.
 Gaskell, Phyllis.
 Jensen, Karine.
 Addison, Works, vols. 1, 4, 5, 6, or complete set, Lippincott.
 Corelli, Sorrows of Satan.
 Mikszath, St. Peter's Umbrella.
 Russell, Convict Ship.

Geo. M. Chandler, 75 E. Van Buren St., Chicago
 Allen, The Historic World or Vanished Races.
 Austen, Pride and Prejudice, 2 vols., illus. Cabinet ed., Estes.

BOOKS WANTED—Continued

G. M. Chandler—Continued

Butler, Herbert, 3 vols., Chatterton, British Poet Series, Riverside ed.
 Cadwell, Swimming for Women.
 Doubleday, How to Attract the Birds.
 Hay, Oppressed English.
 Hume, Spanish Influence on English Literature.
 Twain, Innocents Abroad; Gilded Age; Roughing It; Life on Mississippi; Tramp Abroad; all orig. ed. with illus.
 Harte, Bret, Her Letter.
 Hume, Modern Spain.
 Humphrey, Over Against Green Peak.
 Cubberly, Syllabus of Lectures on History of Education, Macmillan, 1904.
 Davidson, History of education, Scribner, 1900.
 Foster, Old Plantation Melodies, Caldwell, 1913.
 Hague, Folk Songs from Mexico and South America, H. W. Gray, 1915; Spanish-American Folk Songs, American Folk Lore Soc., 1917.
 Hall, Cactus and Pine; Songs of Southwest, Sherman French, 1910.
 James, Little Journeys to Strange Places, Flanagan, 1911.
 Lieurance, Indian Songs, 3rd ed., Presser, 1915; Songs of North American Indian, Presser, 1921.
 Sharp, Country Dance Book, 4 vols., Gray, 1909-16.
 Swett, Public Education in California, American Book, 1911.
 Sweet Singer of Michigan.
 Chemical Catalog Co., 19 E. 24th St., New York
 Hoff's Paint and Varnish Facts and Formulas.
 Chicago Bk. Store, 62 E. Monroe St., Chicago
 Story of my Life, Ellen Terry, Doubleday.
 Arthur H. Clark Co., 4027 Prospect Ave., Cleveland
 Bancroft, Hist. of Mex., 3 vols.
 Adams, Christopher Columbus.
 Ray's Arithmetic, part 3.
 Miss. Valley Hist. Assn. Procdgs., 1907-1908, 1912 to end.
 Babcock, Hist. of Sixth Regiment.
 Pierpont, National Reader, any eds.
 Story, Wm. W., Recollections, Barnes, N. Y., 1903.
 Blair & Robertson, Philippine Islands, 55 vols.
 Coggeshall, Lincoln Memorial.
 Miller, Portrait Life of Lincoln.
 Renan, Caliban, trans. Vickery.
 Hildreth, Pioneer Hist., 1848.
 Russell, My Diary North and South.
 Grady, H. W., Complete Orations and Speeches.
 Farnham, California In-doors and Out.
 Beaman, National and Private "Alabama Claims."
 Harris, Catholic Church in Utah.
 Rule, Hist. of Knoxville, Tenn.
 Vingut, Yoyas de la poesia espanola, 1856.
 Centz, Republic of Republics.
 Carvalho, Incidents of Travel, 1856.
 Marco Polo, Travels, ed. Yule.
 Milton's Aeropatiga, also prose works.
 Greenhow, Hist. of Ore. and Calif., 1845.
 Old Amer. Silver, anything relating thereto.
 Jesuit Relations, 73 vols.
 Flute, any books wholly or in part on, Mss., A. L. S. of Flute Players, Portraits, etc.
 Advocate of Peace, ed. by Burritt, 1846.
 Cutts, Conquest of N. Mex. and Calif.
 Coke, Ride Over R. Mts.
 Polk, Jas. K., Diary, ed. by Quaife, 4 vols.
 Harper's Magazine, June, 1919.
 Cellini, Benvenuto, Life, by Cust.
 Dickinson, Single Hound.
 Dimock, Outdoor Photography.
 Elliot, Landscape Architect.
 Cheney and Wentling, Farm Woodlot.
 Fernow, History of Forestry.
 Antrim, Hist. Champaign and Logan Cos., Ohio.
 Gillette, Handbook of Clearing and Grubbing.
 Simkhovitch, Marxism vs. Socialism, 3rd ed.
 Peters, General Hist. of Conn.
 Chellis, Old Sunapee.
 Johnson, Story of Early Stratford.
 Tenney, Female Quixotism.

Columbia University Library, New York

Woolf, Economic Imperialism, Harcourt, Brace.
 MacGowan, Theatre of Tomorrow, Boni & Liveright.
 Lee, James M., Opportunities in the Newspaper Business, Harper.
 Stanley, H. M., Congo, Harper.
 Michels, Political Parties, Hearst.
 Bonsal, S., American Mediterranean, Moffat, Yard.
 Treager, Ed., The Maori Race, A. D. Willis.
 Waganvi, New Zealand.

Irving S. Colwell, 99 Genesee St., Auburn, N. Y.
 Williamson's Princess Passes, Holt.
 Stowe, Agnes of Sorrento.
 Kerr, Blue Envelope.

Community Bk. Shop, Harvard Sq., Cambridge, Mass.
 William Chauvenet, Spherical and Practical Astronomy, in 2 vols., Lippincott.
 Nathan, Another Book on the Theatre.

Corner Bk. Shop, 76 West St., Danbury, Conn.
 Julius Caesar, Ben Greet ed.

T. O. Cramer's Bk. Store, 1321 Grand Ave., Kansas City, Mo.
 Progress and Prosperity, Washington.
 Godey's & Peterson's Magazines.

Dartmouth College Lib., Hanover, N. H.

Firkins, Jane Austen.
 Grizzell, Origin of the Development of the High School in N. E. before 1865.
 MacDonald, Parliament and Revolution.
 Rideal, Rare Earths and Metals.
 Wright, Outline of Practical Sociology.

Dauber & Pine, 83 Fourth Ave., New York

Petrie, Revolution of Civilization.
 Mitchell, Business Cycles.
 Waite, Real History of the Rosicrucians.
 Aldrich, Arctic Alaska and Siberia.
 Studio Special, Old English Cottages; The Art of the Book.
 English and American Dealers please quote on the following subjects: Fine and Applied Arts; Anthropology; Primitive Religions; Folklore; Philosophy; Theosophy; Occult Sciences. Good eds. of the Classics. Prompt cash for all items ordered.

Davis & Nye, 60 Bank St., Waterbury, Conn.

A Man's Helpers, by Grenfell.
 Conn River and Valley, by E. N. Bacon, Putnam.
 Dellquest's Book Shop, 2913 S. Vermont Ave., Los Angeles, Cal.

Emphatic Diaglott.
 Stanton's Poems.
 Georgia Scenes.

Dennen's Bk. Shop, 37 E. Grand River Ave., Detroit, Mich.

Edgington, Monroe Doctrine, pub. Little, Brown.

Denver Dry Goods Co., Denver, Colo.

Howard's History of Matrimonial Institution.

Detroit Bk. Shop, 10827 E. Jefferson St., Detroit
 Cosmic Symbolism.
 Lyman & Darnell's Algebra with Answers.
 Genealogy of the Elliot Family.

Detroit, Mich., Public Library

Bok, Successward.
 Dunat, Origin of the Red Cross.
 Marx, Revolution and Counter-Revolution.
 O'Meara, Napoleon in Exile.

Dixie Business Bk. Shop, 140 Greenwich St., N. Y.

Hdbk. Labor Law of U. S., Stimson.
 Law of Criminal Conspiracies, Wright.
 Financial Diagrams, 1910, Andrew.
 Efficient Ry. Operation, Haines.
 Pol. Economy, Roscher.
 Bonar, Philosophy and Pol. Economy.
 Booth, Life and Labour in London.
 Bourne, Romance of Trade.
 Bowley, Livelihood and Poverty; Measurement of Phenomena.

BOOKS WANTED—Continued

Dixie Business Bk. Shop—Continued

Brissenden, I. W. W.
 Bucher, Industrial Evolution.
 Cole, Payment of Wages.
 Cossa, Introduction to Pol. Econ.
 Daniels, Early Eng. Cotton Ind.
 Gonner, Common Law and Enclosures.
 Gross, The Guild Merchant.
 Hobson, Export of Capital.
 Jevons, The Coal Questions.
 McCulloch, Essay on the Rate of Wages.
 Forecasting Price and Yield of Cotton, Moore.

Dodd, Mead & Co., 443 Fourth Ave., New York
 Wagnerian Romances, by Gertrude Hall, Lane.

Doubleday, Page Bk. Shop, 55 Liberty St., N. Y.
 A Modern Midas, by Maurus Jakai, trans. from Hungarian.
 Lives of The Fathers of The Desert, pub. by the Christian Press, N. Y.
 Anatomy of a Railroad Report, Thos. Woodlock.

E. P. Dutton & Co., 681 Fifth Ave., New York

Barber, American Glass, pub. 1900.
 Ball, J. D., Things Chinese.
 Buckingham, E., Theory of Thermodynamics.
 Castle, Bally MacShane.
 Cramm, Gothic Quest.
 Grey Mist.
 Hunt, Life of James Madison.
 Lucas, E. V., Gentlest Art.
 Longford, J. H., Story of Korea.
 McKenzie, Tragedy of Korea.
 Miller, M. M., Classics, Greek and Latin, vols. 3 and 4 or set.
 Polo, Marco, The Book of Ser Marco Polo, tr. and ed. by H. Yule, 2 vols.
 Rigg, Boccaccio of Decameron with extra plates and text.
 Rodenbough, L., Everglades to Canyon, History of the 2nd U. S. Army.
 Sackur, Otto, Text Book of Thermo-Chemistry and Thermo-Dynamics.
 Sargent, A. J., Anglo-Chinese Commerce and Diplomacy.
 Sastrow, B., Social Germany in Luther's Time, tr. by A. D. Vandham.
 Twain, M., Following the Equator, edition de luxe, signed; Old Times on the Mississippi, Toronto 1876; Tom Sawyer Abroad and Tom Sawyer Detective, N. Y., 1896; Practical Jokes with Artemus Ward, London, N. D., 1872; How to Tell a Story and other Essays autographed copy; Innocents Abroad, 1st edition, 1st issue; Merry Tales; Edmund Burke on Croker and Tammany; Rambling Notes of an Idle Excursion, Toronto, 1878; What Is Man Devlin Press, N. Y., 1906; Celebrated Jumping Frog, 1st ed., 1867; Tom Sawyer Abroad, 1894; Tom Sawyer, Detective, New York, 1896; Works, vol. one, author's national ed.
 Trumbull, Colonial Records of Connecticut.
 Thayer, Life of Lincoln, Boston, Dinsmoor Co., 1864.
 Thonger, The Bees.
 Tyler, Literary History of the American Revolution; Three Men of Letters.
 Travelling Letters, written on the Road, by Charles Dickens, 2 vols., New York, 1846.
 Thackeray, Wm., Cottierene, Harper Bros., New York, 1896.
 Valentine, Manual of New York, 1841-42, 1845-46.
 Willcox, C. N., The Mexican War, 1846-7; A Military History of War.
 Willoughby, W. W., Foreign Rights and Interests in China.
 Weston, J., Trans., Sir Gawain and the Green Knight.

Edward Eberstadt, 25 W. 42nd St., New York
 California, Oregon, Wyoming, Utah, Montana and the Far West; Books, pamphlets, maps and manuscripts urgently wanted. Any and all items; price no object; spot cash with order. Attention to this notice will prove a source of continuous profit.

Paul Elder & Co., 239 Post St., San Francisco
 Indication and Test Papers, A. I. Cohn, new ed., Wiley.
 Why Go to College, C. S. Cooper.
 Classroom Practice in Design, Haney.
 Life of Edison, F. A. Jones.
 Lewis Cass, Harper, American Statesmen, A. C. McLaughlin.
 History of Painting, R. Muther, 2 vols., Putnam.
 Theodore Roosevelt, J. Riis.
 Famous Sculpture, E. Singleton, Dodd, Mead & Co.
 Hero Tales of the Far North; Out of Mulberry Street, J. Riis.
 Presidency, Duties and Powers, etc., Wm. Taft, Scribner.
 Beginnings of Science, Menge.
 Vignettes of San Francisco, Bailey.
 Poems You Ought to Know, Peattie.

J. H. Empson, 1228 3rd Ave., Longmont, Colorado
 Back numbers of the National Geographic Magazine from 1899 to 1905, inclusive. State what you have and price.

Engelke's Bk. Store, 855 N. Clark St., Chicago
 Tweedie, Through Finland in a Cart.
 Barhak, The People of Finland in Archaic Times.
 Fisher, Finland and the Tsars.
 M. Robinson, Finland.
 Renwick, Finland Today.
 Young, Finland.
 Mrs. Bayleys, Vignettes of Finland.
 De Windt, Finland as It Is.
 Complete English Trans. of Kalevala, Land of Heroes.
 Anything on Finland.
 Hanish, Inner Studies, Health and Breath.
 Peeke, 32 Ways to Wisdom.

G. Fock, Leipzig, Postschliessfach, 100, Germany
 Journal Infect. Diseases.
 American Journal of Science, 171-200.
 Journal Astraphigical, vol. 45-54.
 Automobile Engineer, vols. 1-9.
 Heating and Ventilating Magaz., 1-16.
 Journal of Biolog. Chem., vol. 1-54.
 Iron Age, vol. 1-105.
 Ice and Refrigeration, 1-58.
 Journal of the Franklin Inst., vol. 1.
 Journal of American Electr. Eng., 1-132.
 Journal of Amer. Ceram. Soc., vol. 3, 4.
 Journal of Phys. Chemistry, vol. 1.
 Journal of Dyers-Colourists, vols. 1-38.
 Journal of Optical Soc. Am., vol. 1-6.
 Trans. of Amer. Chem. Eng., vol. 1.
 Paint Oil Chem. Rev., 1-72.
 Proceed. of Am. Acad. of Arts, vols. 1-55.
 Pulp and Paper Magaz., 1-13.
 Mineral Industry, 1-28.
 Wireless World and Radio Review, vols. 1-8.
 Wireless Age.
 Transact. the Soc. of Naval Architects, vol. 1-28, 10.
 Transact. the Cambr. Philos. Soc., vols. 1-21, 22.
 Manual of Methods for Pure Culture Study of Bacteria, Geneva.
 Journal of Abnormal Psychology, vols. 1 to 4.

Fowler Bros., 747 S. Broadway, Los Angeles, Cal.
 Crile, Physical Interpretation of Shock.
 Book or Books on Prisons or Criminals, Morrell.
 The American Flag, H. H. Hornor.
 Supplemental volume of 6th Annual Report of the Educational Dept., State of N. Y.
 Robinson, Abdominal Brain.

W. & G. Foyle, 121 Charing Cross Rd., London, W.C., 2, England
 Science and Invention, Any vols. of.
 Leavitt, John M., Siege of Babylon, 1869.
 Davidson, Robt., Elijah, Scribner, 1860.

Frick Art Reference Lib., 6 E. 71st St., New York
 Gazette des Beaux Arts, 1896-1920.

Gainsborough Bk. Shoppe, 331 W. 58th St., N. Y.
 Pike County Ballads, Hay, Wyeth, ill. color, 2 copies.

BOOKS WANTED—Continued**Gainsborough Bk. Shoppe—Continued**

How to Write Stories, Pitkin, pamphlets in case, Pub. Independent Corp., N. Y.

Gammel's Bk. Store, Austin, Texas

Love Affairs of An Old Maid, by Lillian Bell. Anything on Texas.

William J. Gerhard, 563 N. 20th St., Phila.

Emory, U. S. and Mex. Bdy. Survey.
Mississippi, Report Agricul. and Geology, Wailes.
New Hampshire, Geology of N. H., 3 vols.
Wolle, His Works on Desmids and Algae.

Gimbel Bros. Bk. Dept., Phila.

Corrective Eating, pub. by the Corrective Eating Soc., Inc.

Ginsburg's Bk. Shop, 1821 Pitkin Ave., Bklyn.

Aldrich, Arctic Alaska and Siberia.
Dunn, The Girl of the Ghost Mountain.
Gunn, We of the Never-Never.
Trafton, Scenes in My Life.

Laurence Gomme, 34 E. 48th St., New York

Loliee, Tallyrand, The Man and His Times, several copies.
Dreper, History of the Warfare of Science and Religion.
Brayley, Things As They Are.
Wards, History of French Architecture.
Carryl, Grimm Tales Made Gay.

Goodspeed's Book Shop, 9a Ashburton Pl., Boston

Bullitt, E., An Uncensored Diary.
Cushing, Anonyms.
Drinker, Elizabeth, Diary of.
Fiske, N. W., Story of Aleck.
Ford, Bibliography of Hamilton.
Homer, Iliad, London, 1884 ed., Bohn.
Horgan, Half Tone and Photo Mechanical Processes.
Huckle, Parsifal.
Janvier, Thos. A., Passing of Thomas.
Maum Guinea, Negro Story.
Wiggin, K. D., Bible Stories for Children.
Bailey, Early Conn. Marriages.
Cornish Family, by J. E. Cornish.
D. A. R. Lineage Book, vol. 25.
Fox Genealogy, by Chas. W. Evans.
Glenn, Merion in the Welsh Tract, 1896.
Hosmer Genealogy, by G. P. Hubbard, 1902.
Perry Family, 1858.
Rockwell Family in America, 1873.
Shearer, Akers Genealogy, 1915.
Van Tassel Genealogy, by J. L. Romer, 1917.
Warfield Genealogy, 1898.

Gotham Bk. Mart, 51 West 47th St., New York

Authors Digest, 20 vols. with Index.
Belloc's Danton.
Fitch, Beau Brummel, Lane ed.
Kellerman, The Tunnel.

Gramercy Bk. Shop, Inc., 122 E. 19th St., N. Y.

Mead, T. B., David's Little Boy.

Guthrie's Bk. Shop, 516 Wm. Penn Pl., Pittsburgh

Bearing of Discovery on the Trustworthiness of the New Testament; St. Paul the Traveler; Was Christ Born at Bethlehem, by Ramsay.
Age of Mental Virility, by Dorland.

Hampshire B'kshop, 192 Main St., Northampton, Mass.

Jepson, Garden at 19, Wessels & Bissell, 1910
Newcomb, S., His Wisdom, The Defender, Harper.
Henderson, Sidelights on English History, Holt.
Woodward, History of Geology, Putnam.

Harcourt Brace Bookshop, 4 W. 43d St., New York

Sanford & Harris, Life of Bronson, Alcott.
E. P. Peabody, Record of Mr. Alcott's School, 3rd ed., or more recent.
G. W. Carey, Tree of Life.

Harvard Coop. Soc., Harvard Sq., Cambridge, Mass.

Paul Elmer More, Platonism.
Sara Eliz. Titcomb, Early New England People.

Harvard Coop.—Continued

Eisenhart, Gerchiechte der Nationalekonomik, last ed., 2 copies.
David E. Smith, Teaching of Geometry.
Text Books of Art Education, vols. 5, 7, 8, pub. by Prang.

Hazen's B'kstore, 238 Main St., Middletown, Conn.

Pound, Readings on History and System of Common Law, pub. in Boston.
Abbott, Old Paths and Legends of the N. E. Border, Putnam.

Himebaugh & Browne, 471 Fifth Ave., New York

Said the Fisherman.
Hadji Baba of Ispahan.

Hochschild, Kohn & Co., Howard & Lexington Sts., Baltimore

Romantic Love and Personal Beauty, Fink.
Balisand, limited edition.

Hodby's Olde Booke Shoppe, 214 Stanwix St., Pittsburgh, Pa.

A. and C. Black, Color books, Wild Lakeland, Lancastershire.
Highland and Islands of Scotland, Westminster Pilgrim.
London, Vanished and Vanishing.
Second Geological Survey of Penna., Dict. of Fossils.

Holmes Bk. Co., 740 So. Main St., Los Angeles, Cal.

Furnival, Leadless Decorative Tiles, etc.

Paul Hunter, 401½ Church St., Nashville, Tenn.

H. D. Allen's History of Confederate Money.
Bradbury's History of Confederate Money.
Confederate Money, any with Montgomery, Alabama.
100 and 50 dollar bills made at Richmond, Va., in 1861.
Essay Bills in \$5 and \$20 denominations.
Clarke's Commentary, any before 1860.
Arabian Nights, Burton ed., either buckram or ½ leather.
Wendling's Lecture, Man of Galilee.

Hunter & Co., 105 E. Broad St., Richmond, Va.

Viny, Greek Historian.
Diodorus.
The Rosary, Discover, by Ninan Putnam Wilcox.

H. R. Huntting Co., 29 Worthington St., Springfield Mass.

Beer, British Colonial Policy, 1754-65.
Smith, Making of Wisconsin, 8 copies.
Hess, Machine Design, Hoists, Derricks, and Cranes.

Deecke, Italy.

Rasmussen, People of the Polar North.

Lloyd, Everyday in Japan.

Willis, Agriculture in the Tropics.

Curwood, The Great Lakes.

Dutton, The World and Its People Series, vols. 4 and 10 only.

Rutter, Wheat Growing in Canada, U. S. and the Argentine.

Shinn, Story of the Minn.

Fountain, The Great Mts. and Forests of Latin America.

Hayden, Canada, Britain's Largest Colony.

Hirst, A Guide to South America.

Kellogg, Australia and the Islands of the Sea.

Marshall, Australia's Story.

Knapp, Story of the Philippines.

Twombly, Hawaii and Its People.

DuChaillu, Adv. in the Gt. Forests of Equatorial Africa.

Cody, True Tales of the Plains of Buffalo Bill.

Willets, Workers of the Nation.

Wyer, Natural Gas, Its Production, Service and Conservation.

Comstock, The Pet Book.

Law & Pulling, Cyclopedia of English History.

Steadman, Legends and Stories of Italy.

Orton, Distance and Cross Country Running.

Hjeriberv, Athletics in Theory and Practice.

Morton, How to Run 100 Yards.

Duffey, How to Sprint.

BOOKS WANTED—Continued

H. R. Hunting Co.—Continued

Lee, Track Athletics in Detail.
Camp, Book of College Sports.
Griffin, Athletics.
Sullivan, How to Become an Athlete.
Mitchell, How to Become a Weight Thrower.
Orton, Athletic Training for School Boys.
Shearman, Athletics; Football.

Hyland's Book Store, 204 Fourth St., Portland, Ore.
On the Heights of the Himalayas.
A Wander in the Spirit Land.

Illinois Bk. Exchange, 200 S. Clark St., Chicago
Thiers, French Revolution, English ed.
Campbell's Lives of Chief Justices and Lord Chancellors, English ed.

Internat'l Art & Science Bk. Co., 35 Nassau St., N.Y.
Scientific Periodicals in sets or long runs.

Hall N. Jackson, 719 Vine St., Cincinnati, Ohio
Craig's Olden Time, vol. 2, 12 parts, complete, bound, Pittsburgh, 1848.
History of Architecture, Banister Fletcher, 5th ed.

Geo. W. Jacobs & Co., 1628 Chestnut St., Phila.
Marriage and Divorce, Rev. B. Franklin.
Dickens' Miscellaneous Papers, Gadshill ed.
Madelienne, Harper.

Johnson's B'kstore, 391 Main St., Springfield, Mass.
Pilley, The Fog.
S. S. Robbins, Conant Farm.
Poor Richard's Almanac, Bibelot Series, Century Co.
Revolution of Civilization, by Petrie, Harper.
Little Miss Grouch, by Adams, Houghton, Mifflin.
Letters of Lady Sarah Lennox, by Countess of Ilchester and Lord Stavordale.
Rose O'Neill, Kewpie Cutouts.
Wm. Kirby, The Golden Dog.
Sokice, Chapters from Childhood.
Author unknown, Thistledown.

E. W. Johnson, 343 E. 140th St., New York
Naval Monument, Old Books Amer. Navy.
Books of Poetry by Canadian authors.

Edw. P. Judd Co., New Haven, Conn.
Whilomville Stories, Stephen Crane.
Religious Conception of the World, A. K. Rogers.
Literary Remains, Wm. James.
Woodsmen of the West, Grainger.
Development of Religion, King.

Kendrick-Bellamy Co., 16th St. at Stout, Denver
Heliogabalus, by H. L. Mencken.
Domesticated Fish, by Livingstone.

Kieser's Bk. Store, 221 No. 16th St., Omaha, Neb.
Carl Sheard, The Minister Himself.
Mary Riggs, Forty Years Among the Sioux.
Major's 70 Years on the Frontier.
Castle, Isle of Temptation.
Carstairs, Penmanship.
Mason, The Bear's Claws.
Anything from Rams Horn Press.
Deans, Analytical Guide to Penmanship.
Carver, Easy Introduction to Art of Penmanship.

Kilmarnock B'ks, 4th and Cedar Sts., St. Paul
Pickaback Songs, 2 copies.

Kimball Bros., 46 Columbia St., Albany, N. Y.
Songs That Never Die, compiled by Redall.

Kleinteich's Bk. Store, 1245 Fulton St., Brooklyn
Canterbury Chimes, 2 copies.
Pancoast & S., Early Eng. Poems, 2 copies.

Korner & Wood, 1512 Euclid Ave., Cleveland, Ohio
Sullivan, Letters to His Holiness, pub. by Sherman French.
Raine, Daughter of Roosay, Stokes.
Gaskell, Life of Charlotte Bronte, Harper.
Sullivan, The Priest, pub. by Sherman French.

Kroch's, 22 N. Michigan Blvd., Chicago, Ill.
Alexander Findlay, Chemistry for the Service of Man, pub. by Longman, Green & Co.
Elinor MacCartney Lane, Mills of God.
Guy Wetmore Carryl, Mother Goose for Grown-ups.
Van Gogh, Letters of a Post-Impressionist, Houghton.
E. Guerin's Journal.
C. Benson, Child of the Dawn.

Lamar & Barton, 1308 Commerce St., Dallas, Texas
History of Baptist Reformation, by Lofton.

Lamar & Barton, 5th and Grace Sts., Richmond, Va.
History of the Organization of the Methodist Episcopal Church, South, by John B. McFerrin and others.
History of the Organization of the Methodist Episcopal Church, South, by A. H. Redford.
The Disruption of the Methodist Episcopal Church, 1844-1846.
The Life of General Joseph E. Johnson, by Hughes
Encyclopaedia Britannica, latest ed., state particulars.
History of King and Queen County.

Charles E. Lauriat Co., 385 Wash. St., Boston 3
The Boy Terror or the Outcast of the Prairie.
Miss Lamb's History of Men, York, 4 vols.
Earle, China Collecting in America.
Flammarton, Lumen.
Foundations of Botany, Bergen, Ginn.
Portrait Collector, Brown, Hartford, 1845.
A Woman's Way in Unknown Labrador, Hubbard.
Lady Dear, M. E. Mann, McClurg.
Translation of a Savage, Gilbert Parker.
Barn Doors and Byways, Eaton.
Monte Cristo, L. B. ed., wine cloth gilt.
Tall Ships, Bartimeus.
Robt. Ord's Atonement; Mrs. Romney; Life's Trivial Round, Carey.
Geikie, Antiquity of Man in Europe.
Peet, Rough Stone Monuments, pub., Harpers.
Munro, Lake Dwellings of Europe.
Sergi, The Mediterranean Race.
Mason, Origins of Invention.
Puckler, Muskau, Hints on Landscape Gardening, H. M. & Co.
Maspero, Dawn of Civilization; The Struggle of the Nations.
Hall, Aegean Archaeology, Putnams.
Schuchhardt, Schliemann's Excavations.
Proctor, The Great Pyramid, Longmans.
Petrie, Methods and Aims in Archaeology.
Hilprecht, Exploration in Bible Lands in 19th Century.
Cumont, Astrology and Religion Among the Greeks and Romans.

John A. Lavender, 266 River St., Troy, N. Y.
The Better Man, Cyrus T. Brady.
Books by Ruth Cameron.
Harvard Classic, cheap.
Encyclopedia, recent issue.
Hollis' Early American Silversmiths.

Lemcke & Buechner, 30 E. 20th St., New York
Williams, Man with the Club Foot.
Webber, Gold Mine of the Gila.
Anstey, Vica Versa.
Cahan, Yekl.
American Ceramic Society, Transactions, Alfred, N. Y., complete set up to date.

N. Liebschutz, 226 W. Jefferson St., Louisville, Ky.
Life of Barton W. Stone.

Little, Brown & Co., 34 Beacon St., Boston
Darkness and Dawn, by England, pub. by Small
Maynard & Company, 2 copies.

B. Login & Son, 29 E. 21st St., New York
Medical Libraries, vols. 1-5.
Chemical and Medical Periodicals, sets and vols.
Please send us list of what you have.

Lord & Taylor Bk. Shop, 5th Ave. at 38th St., N.Y.
A Son of Power, by Comfort, D. P.

BOOKS WANTED—Continued

Lord & Taylor Bk. Shop—Continued

Lucrezia Borgia, Ferdinand Gregorinus, Appleton.
Feet of Clay, by Vachel, pub., Dodd Mead.
As You Like It, Shakespeare, Ben Greet ed., D. P.
Loring, Short & Harmon, 474 Congress St., Portland, Me.

Katherine's Sheaves, Mrs. Georgia Sheldon Downs.
How to Judge Architecture, Russell Sturgis.
Who's Who in America, 1918-1919.
Story of Alchemy, Muir, Appleton.
U. S. Submarine Chasers, Chambers, Knickerbocker Press.
Book of Knowledge, good set.
Mt. Desert, Street, Houghton Mifflin.
Book of Knowledge.
My Demon Motor Boat, Fitch.

Los Angeles Public Lib., Los Angeles, Cal.

Alexander, Short synopsis of most essential points in Hawaiian grammar.
Baikie, Sea Kings of Crete.
Budge, Egyptian Sudan, 2 vols., Lippincott.
Cohen, Gray Dusk.
Cooke, Clutch of Circumstance.
Grabau, North American Index Fossils Invertebrates.
Great Streets of the World.
Harker, Jan and Her Job.
Harte, Salomy Jane's Kiss.
Hay, Ian, The Liberry.
Herrick, Clark's Field.
Inman, Old Santa Fe Trail.
Johnson, Stover at Yale.
Johnston, Lewis Rand.
Kelly, Little Citizens.
Kipping, Rudimentary Treatise on Mast-making and Rigging of Ships; Sails and Sail-making with Draughting.
Nebraska University Studies, vol. 2, no. 1, vol. 20, nos. 1-2, vol. 23, no. 3-4 and title page.
Oyen, Man Trail.
Parrish, When Wilderness Was King.
Petrie, Egyptian Decorative Art.
Quiller-Couch, Historical Tales from Shakespeare.
Tompkins, Pleasures and Palaces.
Van Loan, Lucky Seventh.
Ward, Eleanor.
Wason, Happy Hawkins.
Weeden, Economic and Social History of New England.
White, Signs at Six.
Atkinson, Johnny Appleseed.
Bekasco, Return of Peter Grimm.
Erskine, Eye of Dread.
Cooke, Threshold.
Glasgow, Virginia.
Hanshew, Cleek of Scotland Yard.
Journal of Geography, vols. 10-17, September, 1911, to December, 1918.
Kerr, Blue Envelope, 3 copies.
Leonard, Cap and Gown in America.
Lincoln, Nameless Man.
Parrish, Wolves of the Sea, 4 copies.
Wharton, Madame de Treymes.
Wood, Degrees, Gowns and Hood of British, Colonial, Indian and American Universities and Colleges.
Woodward, Academical Book.
Thwing, Universities of the World.
Glasgow, Life and Gabriella.

Lowman & Hanford Co., 616 1st Ave., Seattle

Crawshaw, F. D., Metal Spinning.
Hyde, D., Love Songs of Connaught.
Knight & Stück, Popular Botany.
Margraff, International Exchange.
Kelly, Little Citizens.
Donnelly, Great Cryptograms.
Foster, Sea Shells.
Lanyon, W., It Was Told of a Certain Potter, 3 copies.
Flammarion, Wonders of Heaven.
McCarthy, French Revolution, 2 vols.
Osburn, Albert S., Question Documents.
Saltus, Pomps of Satan.
Casanova's Home Coming.
Pilgrim of a Smile.
Six Red Months of Russia.

McClelland & Co., 26 N. High St., Columbus, Ohio
Opening of a Chestnut Burr; His Sombre Rival;
Without a Home, E. P. Roe.
Diminutive Dramas, Maurice Baring.
Social England, Traill, Putnam.
Dixie Hart, Harben, Harper.
The Woolly Horse.
Social England, Traill, Putnam.

McDevitt-Wilson's, 30 Church St., New York

Daddy's Good Night Stories, Farmer Smith.
Lost Beauties of the English Language, Chas. Mackay.
Modern Banking Methods, Barrett.
Mauprat and Miller of Angibault in English, Geo. Sand.
Story of Life Insurance, Hendrick.
Lithography, Pennell.
Animal Anatomy, Ernest Thompson Seton.
Epicurus to Christ, Hyole.

Joseph McDonough Co., 174 State St., Albany, N.Y.

Tragical History of the Earl of Essex, about 1874.
Science and Health, 1875, or any early ed.
Lecky's European Morals.
Babbitt, by Lewis.
Leeder's The Desert Gateway, Cassell & Co.
Furlong's The Gateway to the Sahara.
Bell's Syria, The Desert and The Sown.
Yule's Ser Marco Polo, Lond., 1921.

John Jos. McVey, 1229 Arch St., Phila.

Mozan, Up the Orinoco and Down the Magdalena;
Quest of the El Dorado, Appleton.

Med. Stand. Bk. Co., 301 N. Charles St., Baltimore
Geldert, Manual of Symbolism, pub. by Newberry, London.

Methodist Bk. Concern, 150 Fifth Ave., New York
Rough Rhymes of a Padre, by A. S. Kennedy.

W. H. Miner Co., 3518 Franklin Ave., St. Louis
Life of Henry George, by His Son, Memorial ed.
Burns & Brown, Elements of Finite Difference.

Missouri Store Co., Columbia, Mo.

Warner's Library of World Literature.
Dictionary of English Criticism.
Saintsbury, Hist. of Literary Criticism.
Graham, Principles of Stratigraphy.
Hodley, Railroad Transportation.
Parker & Haswell, Textbook of Zoology.

Edwin V. Mitchell, 27 Lewis St., Hartford, Conn.

Fame and Sorrow, and Other Stories.
Modeste Mignon, A Daughter of Eve.
A Start in Life, and Other Stories.
Beatrix and a Commission in Lunacy.
Eugenie Grandet and Pierre.
Ursula and the Vicar of Tours.
Great Man of the Provinces in Paris.
Lucien de Rubempre and Duchess de Langeais.
Last Incarnation of Vautrin, Ferragus and Gobseck.
Bureaucracy and Other Stories.
Cousin Bette.
An Historical Mystery.
Brotherhood of Consolation, and Z. Marcus.
Sons of the Soil.
Catherine de Medici.
Louis Lambert and Other Stories.
Seraphita and the Alkahest.
The Deputy of Arcis.

The Morris Book Shop, 208 S. Wabash Ave., Chicago

Western Monthly, vols. 3-4, Chicago, 1870.
The Centuar, limited ed.
Paris Salon before 1880, also 1802-'95-'97, '98-1906-'07.
Wanita of the Hills, Mayne Reid.
Seatsfield, Life in the New World.
Burke's Reflections on the French Revolution.
Hume, Love Affairs of Mary Stuart; Court of Queen Elizabeth.
Cobblestone, Lost Naval Papers.
Coffin, Winning His Way.
Temple, Shakespeare, large paper, vol. 7.
Chinese Bronzes, anything on.
DeMille, Castles in Spain.
Thatcher's Columbus, 3 vols.

BOOKS WANTED—Continued

Morris Book Shop—Continued

Herbert Quick, Fairland of America.
 Kipling, vol. 19, Outwar Bound ed.
 Dye's Coin Encyclopedia.
 Nat Field's Dramatic Works.
 B. L. T., The Charlatans.
 Ruth Sawyer, Sidhe of Ben Hur.
 Marriage of the Soul, Mathison.
 Bandar Log Press, any issues.
 Reminiscences of a Broken-down Cow-puncher.
 Romeo, Bankside, Shakespeare ed.
 Blondon's Book of the Fan.
 Appleton or Methuen's colored plate.
 Pocket editions of Mr. Sponge's Sporting Tour.
 Life in Paris, Tower of London, Pickwick Papers.
 Australia, A. and C., black color books.
 China, A. and C., black color books.

New Haven, Conn., Free Public Lib.

World book, vols. 4 and 6, 1922 ed., W. F. Quarrie.

Newbegin's, 358 Post St., San Francisco, Cal.

California Books, Pamphlets, and old Pictures wanted; any and all items; cash with orders; also want early Voyages to the Pacific Coast, and narratives.

Daniel H. Newhall, 1701 Pershing Sq. Bldg., N. Y.
 [Cash with Order if quoted postpaid]

Arnold, Life of Lincoln.
 Chase, Story of Stonewall Jackson.
 Georgia Scenes.
 Gittings, Personal Recollections of Jackson.
 Hallock, Stonewall Jackson.
 McCabe, Life of T. J. Jackson.
 Perry, Reminiscences of Public Men.
 Wingertner, History of Greater Wheeling, 2 vols.
 Phillips, U. B., History of Transportation in the Eastern Cotton Belt.

Norman, Remington Co., Charles and Mulberry Sts., Baltimore, Md.

Waliszewski, Romance of an Empress, Appleton.
 Schmucker, Life of Catherine 2nd.
 Thos. Goodwin's Works, 6 vols.
 Not in the Curriculum, Revell.
 Arnold, Stained Glass of Middle Ages.
 I. C. S. Reference Library, complete architecture, 5 vols.

Normandie Bk. Co., Morristown, N. J.

Anatole France, The Human Tragedy.
 Dumas, Three Musketeers; Lady of the Camillias, any fine eds.
 First ed. Bernard Shaw, Kipling, Cabell.

O'Malley's Bk. Store, 329 Columbus Ave., N. Y.
 Books on Architecture and Carpentry, by Benjamin, Biddle, Norman, Pain, Haviland, Lafever, Swan, Langley, etc., printed in America before 1831.

Old Corner Bk. Store, 50 Bromfield St., Boston

White, Quicksand.
 Homer Davenport's My Quest of the Arab Horse.
 Harvard Graduates I Have Known, by A. P. Peabody.

Osbourne's Book Store, Santa Barbara, Cal.

Mollie Elliott, Servall, Midshipman Paulding, Young Heroes of Our Navy Series, Appleton, 1891.

Geo. H. Ott, Petaluma, Cal.

Second hand set Wilson's Cumulative Book Index as follows: Books in Print, January 1912, 1912-1917, 1918-1921, June 1921-1922, June 1922-1923.

H. Y. Otto, Market Square, Williamsport, Pa.

American Bible, Roycrofters, 1911 ed.
 In Patria, Jos. S. Carroll, Doran.

Park Book Shop, 109 E. Fifty-ninth St., N. Y.

Eaves of the World, by Farrar.
 Anything by Rolfe or Corvo.
 Gody and Petterson Magazines.

Park Book Shop—Continued

Gifford, People and Politics.
 Life and Letters of Joseph, Story by William Wetmore Story.

Peabody Shop, 4 E. Center St., Baltimore, Md.
 McMaster's History of the American People.
 New International Encyclopedia.

Pearlman's Book Shop, 933 G St., N. W., Wash.

Dillon, Patience of John Morland.
 Key to Wentworth, Elements Algebra, 1886.
 Key to Wentworth, Plane and Solid Geometry, 1894.
 Thomson, Conduction of Electricity Through Glass.
 Collette, All About the Bible.
 Gardner, Anecdotes Revolutionary War in America.
 Ramsey, David, History S. Car. from First Settlement to 1808.
 Moultrie, William, Memoirs Amer. Revolution as Related to N. and S. Car. and Georgia.
 Watson, Tom, Life of Andrew Jackson.
 Clements, Mustang Grey; Bernard Lysle.
 Glenn, Some Colonial Mansions.
 Crockett, S. R., Black Douglas.

Philadelphia Bk. Co., 22 N. Ninth St., Phila.
 Richardson, Modern Asphalt Pavement.

Pilgrim Press, 14 Beacon St., Boston 9, Mass.
 The Pilgrims First Year, Tarbox.

Chas. T. Powner Co., 177 W. Madison St., Chicago

McMaster, Question of Social Rights of Man.
 Rimmer, Art Anatomy.
 Society of Colonial Wars, Ohio, Register of 1902.
 Ohio Society, Sons of American Revolution, Year Books, 1894, 1906.
 Mackenzie, Colonial Families of U. S., 7 v.
 Meade, Old Churches, Ministers, Virginia.
 Egle, Penn. Genealogies, Scotch-Irish, German.
 Cutter, Connecticut Genealogies; Massachusetts Genealogies.
 Family, Town, County and State Histories.

Chas. T. Powner Co., 542 S. Spring St., Los Angeles
 Schufeldt, Human Figure.

Pratt Institute Free Lib., Brooklyn, N. Y.

Matthews, Washington, Navaho Legends, American Folklore Society, 1897.

Princeton University Lib., Princeton, N. J.

Taussig, Inventors and Money Makers.
 Hough, Magnificent Adventure.
 Roscoe, John Dalton and Rise of Modern Chemistry.

Publishers Bk. Clearance Co., 37 W. 43d St., N. Y.

Masting and Rigging, by Kipling, 12 copies.
 The Family and Its Members, by Mrs. Spencer, pub. by Lipp.
 The Jew and Civilization, by A. Sterling, pub. Aetco Pub. Co.
 Quote best prices for each.

Putnams, 2 W. 45th St., New York

Clarke, For the Term of His Natural Life.
 Chapman, Color Key to American Birds.
 Dresser, Book of Secrets.
 Davis, Other Men's Minds.
 Hubbard, Health and Wealth.
 Lee, Renaissance Fancies and Studies.
 Mother Book, Holly Series, by McClurg.
 For Our Mothers, compiled by Nell Andrews, Taylor Printing Co.
 Mother Song and Child Song, compiled by C. B. Jordan, Stokes.
 Mother's Day Poems, compiled by F. O. Van Galder, Modern Woodman Press.
 Mother's Year Book, Crowell.
 My Mother, Canterbury Series, Wilde Co.
 The Mother, by Louis L. Krauss, 1916.
 Ochsner & Sturn, Organization, Construction and Management of Hospitals.
 Story of the American Legion, Wheat.
 Sainte Beuve Portraits, 17th and 18th Century.
 Zola, Earth, trans. by Vizetelly.

BOOKS WANTED—Continued

Rand Bk. Store, 7 E. 15th St., New York
Karl Marx, Spargo.

Rare Book Co., 9 Nassau St., New York
Wallace's History of Illinois and Louisiana, 1899.
Rowe Genealogy.
Prentiss' Memoirs, 2 vols.
The Sickle, by W. W. Walter.
Norwalk, by Rev. C. M. Sellick, 1896.
The Ancient Historical Records of Norwalk.
Connecticut, by Edwin Hall, 1865.
Adventure and Romance, by William Patten.
Sidonia. The Sorceress, by Meinhold.
Christian Science Books and Pamphlets.

The Rare Bk. Shop, 723 17th St., N.W., Wash., D. C.
Zieber, Eugene, Heraldry in America.
Books on Heraldry, Amer. Authors preferred.
Manor Houses of the Hudson.
Memoirs of M. Blowitz.
Watson's History of France.
Chats of Japanese Prints.
Stockbridge, Anything on Furniture.
Books on Chairs.
Stoker, Dracula.
Le Blanc, Exploits of Arsene Lupin, 1907, Harpers.

Raymer's Bk. Store, 5 N. Division Ave., Grand Rapids, Mich.
Messer, Marco Polo, Byrne, 1st ed.

Raymer's Old Book Store, Seattle, Wash.
Bayley, Lost Language of Symbolism.

Peter Reilly Co., 133 N. 13th St., Philadelphia
Key to Bradley, Arnold, Latin Prose Composition.
Allen's Materia Medica, v. 4 and 6.

C. V. Ritter, 17 N. Wabash Ave., Chicago
Vol. 7, Harvard Classics, red cloth

A. M. Robertson, 222 Stockton St., San Francisco
Secret of Woman, Helen Jerome.
Bab Ballads, illus., Routledge & Sons, London, without music.
Art of Worldly Wisdom, Gracian.
Red Saunders' Pets.

E. R. Robinson, 410 River St., Troy, N. Y.
Aldrich, H. L., Arctic Alaska and Siberia.
The Bell Cow.
Border Life.
Baxter, S., Spanish Colonial Architecture.
Colt, Armsmear and in Memoriam.
Carr, W. K., Matter and Some of Its Dimensions.
Hitchcock Genealogy.
Moses, L., Moses Family.
Noyes, C., The Gates of Appreciation.
Old English Country Cottage, any material on the architecture of.
Posfelt, The Jacquard Machine.
The Studio, Mid-Winter No., 1906-7.
Townsend, V. F., Elizabeth Tudor.
Twain, M., Mysterious Stranger.
Waite, A. E., Real History of the Roscrucians.

H. Taylor Rogers, 57 Haywood St., Asheville, N.C.
The Reckoning, R. Chambers.
Home Influence; Mother's Recompense; Woman's Friendship, all by Grace Aguilar.
Life of Sir Francis Hincks.

A. Roggenburger, 2551 N. 18th St., Philadelphia
Smith, Joseph, Old Redstone, or Sketches of Western Presbyterianism, Phil., 1854.
Kendall's Sante Fe Expedition, vol. 2, N. Y., 1846.
Burton's Arabian Nights, vols. 1, 2, and 3 of Nichols 12 vol., black cloth, gilt, ed.
Books on Continental Silver, not England.

The Rosenbach Co., 1320 Walnut St., Philadelphia
The Charles Whittingham's Printers, Grolier Club.

Harold G. Rugg, Hanover, N. H.

Normyx, Unprofessional Tales.
Sinjohn, From the Four Winds.
Firsts by Mencken, Saltus, Crane, Hearn, Bierce.
Russell Sage Found. Lib., 130 E. 22nd St., N. Y.
James, Henry, The Soft Side.

Jos. F. Sabin, 14 Maiden Lane, New York
Vol. 2, Knickerbocker's History of New York, 1812.
St. Paul Bk. & Sta. Co., 55 E. 6th St., St. Paul
Powell, Where Strange Trails Go, Scribner.
Sweitzer, On the Edge of the Primeval Forest, Doran.

Schulte's Book Store, 80 Fourth Ave., New York
Quilter & Chamberlain, Frame Work Knitting & Hosiery Manufacture.
Felkin, History of Hosiery.
Nicene & Post Nicene Fathers, 2nd series, vol. 13.
Beautiful and Early Sainted, H. B. Stowe.

Scrantom's, Inc., Rochester, N. Y.
History of Salisbury, Vermont, John M. Weeks, pub. Middlebury, Vt., 1860.

Chas. Scribner's Sons, 5th Ave. at 48th St., N. Y.
Barnes, Complete Typewriting Instructor, A. R. Barnes, St. Louis.
Beltrami, L., Luini.
Burgess, Heart Line.
Cochran, Foreign Magic, Doran.
Cogswell, The Regicides, Baker.
Conway, My Pilgrimage to the Wise Men of the East, Houghton.

Davis, How to Build a Shipjack; How to Design a Yacht, Rudder Pub. Co.
Day, On Yacht Sailing, Rudder Pub. Co.; Ornament and Its Application, Scribner.
Engel, Musical Instruments, Wyman.
Fisher, How to Build a Model Yacht, Rudder Pub. Co.
Goeller, How to Build "V" Bottom Boats, Rudder Pub. Co.
Hodgkin, China in the Family of Nations, Doran.
Hopkins, Home Mechanics for Amateurs, Munn & Co.
Hough, Mississippi Bubble, Bobbs.
How to Build a Shoal Draft Sloop, Rudder Pub. Co.

Lea, Chloe Malone.
Low, W. H., Chronicles of Friendship, Scribner.
Plato, Dialogues, tr. Jowett, Scribner, 4 vols.
Ricardo-David, Works, ed. by McCulloch, new ed. with portrait, Murray.
Rickert, American Lyrics, Doubleday.
Sanborn, Old Time Wall Papers.
Sardou, Mme. Sans Gene, tr. A. C. Bond, Drallop, 1895.
Schoeck, How to Build a Row Boat, Rubber Pub. Co.
Scott, Kenilworth, illus. Cabinet ed., blue linen, Page only.
Shonnard & Spooner, History of Westchester County, 1900.
Skene, How to Build 32-Foot Cruiser, Rudder Pub. Co.
Smith, H., Music, Scribner.
Stephens, Canoe and Boat Building, Rudder Pub. Co.

Tautphoeus, Quits, Putnam.
Vincent, Twelve Bad Women, Brentano.
Ward, Elementary Principles of Ornament; Principles of Ornament, Scribner.
Wright, Railway Shop Kinks, Railway Age Gazette.
Aber, Herbels, Putnam.
Adam's Dream and Other Miracle Plays, Scrib.
Alford, D., Letters from Abroad.
Allen, W. H., Modern Philanthropy, Dodd, Mead, 1912.
Anonymous, Fraulein Schmidt and Mr. Anstreuther, Scribner, 1907.
Barber, Pottery and Porcelain of the U. S.
Brady, Report of the Foraminifera Dredged by H. M. S. Challenger During Years 1873-76, vol. 9. Zool., in 2 parts, text and plates.
Bryce, Relations of the Advanced and Backward Races of Mankind, Oxford.
Byron, Letters and Journals of Lord Byron, with Notes by Thomas Moore.

BOOKS WANTED—Continued

Charles Scribner's Sons—Continued

- Carrington, Vitality, Fasting and Nutrition, last ed., Rebman Co.
 Chambers, J., News Hunting on Three Continents, Kennerly.
 Colt and Allison, Some Essays on Gold Architecture.
 Compayre, Yvan Goll, Holt.
 Cram, Ruined Abbeys of Great Britain.
 Cushing, F., Zuni Folk Tales, Putnam.
 Dunsany, Time and the Gods, Luce.
 Farrell, J., Lectures of a Certain Professor, pub. Gill, Dublin.
 Fernow, B. E., Economics of Forestry, Crowell.
 Gompers, Greek Thinkers, vols. 1, 2, and 3 only, Scribner.
 Greene, F. N., The Right of the Strongest, Scribner.
 Grey, The Last Sentence.
 History of Union and Middlesex Counties of New Jersey, ed. by W. Clayton, 1882, Lippincott.
 Hutton, E., Florence and Northern Tuscany; Studies in the Lives of the Saints, Dutton; Venice and Venetia.
 James, Heroes of California, Little, Brown.
 Little, W. J. K., St. Francis of Assisi, Whittaker, 1897.
 Macdonald, J. R., Awakening of India, Doran.
 McCarthy, Maid of Athens, Harper.
 Morley, Seed Babies, Ginn.
 O'Brien, Story of the Sun, Doran.
 Orchelle, Duel Between Two Americans, Issues and Events.
 Orr, Gor's Image in Man, Doran.
 Park, The Control of the Immigrant Press, Harper.
 Ruhl, A., White Nights, Scribner.
 Saintsbury, Later Nineteenth Century, Scribner.
 Sauzay, Wonders of Glass Making, ed. of 1898 only.
 Snaith, The Sailor, Appleton.
 Stowe, H. B., Cook Book.
 Sutro's Two Virtues, Brentano.
 Tucker, Making a Water Garden, McBride.
 Van Dyck, Classics in Art Series, Brentano.
 Verplanck & Collyer, Sloops of the Hudson, Putnam.
 Verrall & Harrison, Mythology and Monuments of Ancient Athens, Macmillan, 1894.
 Wheelock, J. H., Dust and Light, 1st ed. only, Scribner, 1910.
 Wilson, Old Master and Other Essays, Scribner.

Chas. Sessler, 1313 Walnut St., Philadelphia

- Vanille Gonzales, by Le Sage.
 Miss Boothby's Letters to Johnson.
 An 1st. eds. of Dr. Johnson.
 Any Baxter or le Blond Prints.
 Boswell's Letters to Temple.
 Narrative of John Rogers, Boston, 1801 or 1840.

Shepard Bk. Co., 408 S. State St., Salt Lake City, Utah

- Winter's Shakespeare on the Stage, 1st series.

Sherwood's, 24 Beekman St., New York

- Man on the Box, McGrath.
 Arthur Aylsworth and His Descendants, ed. by A Crawford, pub. Providence, R. I., 1887, Green & Co.
 Broken Sword, King.
 Sleep, W. W. Hall, A.M., M.D., Hartford, Conn., James Betts & Co., 1875.

Sibley, Lindsay & Curr Co., Rochester, N. Y.

- England; Wales; France; Mediaeval Italy in Great Nations Series, F. A. Stokes Co., pubs.

S. D. Siler, 1000 Canal St., New Orleans, La.

- Everything on Greek Plays by Jebb.
 Ulrici's Shakespeare, trans. by Dora Schmitz.
 Gervinus' Shakespeare.
 Donaldson's trans. of Sophocles.
 Rohmer's Exploits of Capt. O'Hagan; Orchard of Tears; Sins of Severac Bablon; Haunting of Low Fennel.
 Dagley, Death's Doings.
 Webster's Address Bunker Hill, 1825 ed.
 Davis, God Wills It.

- J. Skinner's Bk. Store, 44 N. Pearl St., Albany, N.Y.
 Fiske, Discovery of America, large paper ed.
 Fox, Book Martyrs.
 Neilson's Burgoyne Campaigns.
 Anbury's Travels.
 Schoonmaker's History Kingston.
 Otsego County History.
 Palmer's Lake Champlain.

Cl. W. Smith, 113 East Ave., Rochester, N. Y.

- Lees, Story of the Symphony.
 Benet, Five Men and Pompey.
 Loti, Iceland Fisherman.
 Kellerman, The Tunnel.
 Ambrose, Wright Is Right.
 Jewish Encyclopedia, latest ed.

C. E. Smith, 3508 Wilshire Blvd., Los Angeles, Cal.

- The following published by Elliot Stock, London; want only large or handsome paper eds. of:
 Pleasures of a Book-Worm, J. Rogers Rees, 1886.
 Spirit and Influence of Chivalry, John Batty, 1890.
 Diversions of a Book-Worm, J. Roger Rees, 1886.
 Rambles in Book Land, Wm. Davenport Adams, 1889.
 American Etchings, 20 original etchings by Moran, Parrish, Ferris, etc., descriptive text and biographical matter by Koehler, pub. Estes & Lauriat, 1886, 1 vol.
 Beaux Arts Society, 25 remarque etchings, descriptive catalogue in English, Paris, 1878, 2 vols.
 Cooper, James Fenimore, Iroquois edn., Putnam, 33 vols.
 Crozat Gallery, 2 vols., folio, Paris, 1729.
 Declaration of Independence, a broadside, Riverside Press.
 Salmagundi Club, History of, Riverside Press.
 Benson, Frank W., Etchings and Drypoints, Parts I and II, Riverside Press.
 Bibliophile Society, please quote all items.
 London Art Journals for 1896, 1906, 1907, 1908.
 American Art, containing ten remarque proof Painter-Etchings (signed), pub. Bradlee Whidden, 1887, size about 24 x 30 in.
 Rembrandt in the Cassell Gallery, 1 vol., large folio.
 Golden Age of Authors, Wm. W. Ellsworth, Houghton Mifflin, large paper edn.

Smith & McCance, 5 Ashburton Pl., Boston

- Lafayette in America, 1824-5, 2 vols., trans. by Godman, Phil., 1829.
 History of Mass. Medical Society, 1782-1922, W. L. Burrage, 1923.
 Zanberlinda.

Smith's Bk. Store, Fergus Falls, Minn.

- Cambridge History of English Literature.
 Cambridge History of American Literature.
 Cambridge Modern History, 2nd-hand, good shape.

Springfield, Mass., City Library

- Brown, Alice, Country Neighbors.
 Marcossan, Autobiography of a Clown.
 Shelton, The Salt-Box House.
 Chisholm, Boss of Wind River, 4.
 Douglas, Children at Sherburne House; Lindell Sherburne, 2; Mistress of Sherburne; Sherburne Cousins; Sherburne Girls, 2; Sherburne House; Sherburne Romance.
 Hamblen, General Manager's Story.
 Harben, Ann Boyd.
 Hinkson, Oh, What a Plague Is Love.
 Hyne, Adventures of Captain Kettle.
 Kelly, New Faces, 2.
 King, High Heart.
 Taylor, Caleb Trench, 2.
 Tompkins, Mothers and Fathers.
 Vance, Day of Days.
 Webster, King in Khaki, 2.

F. C. Stechert Co., 126 E. 28th St., New York

- Pillsbury, Psychology of Reasoning.
 G. E. Stechert & Co., 31 E. 10th St., New York
 Adams, Brief Handbook English Authors; Dictionary American Authors; Public Debts.
 Baldwin, Social and Ethical Interpretations.
 Burgess, Political Science, 2 vols.
 Carleton, Education and Indust. Evolution.

BOOKS WANTED—Continued

G. E. Stechert—Continued

Commons, Proportional Representation.
 DeBekker, Stokes' Encyclopedia Music.
 Del Mar, History Monetary Systems; History
 Money; Money and Civilization.
 Loughlin, History of Bimetallism.
 Fulton, Coke.
 Hull, Practical Problems in Banking.
 Leuba, Psychological Study Religion.
 Margraff, International Exchange.
 MacVannel, Course Philosophy Education.
 MacLaughlin, Readings American History.
 Stokes, Cyclopedia of Familiar Quotations.
 Wagel, Chinese Currency Banking.
 Walker, Bimetallism.
 Wells, Theory and Practice Taxation.
 Wilcox, Government by All People.
 Willoughby, Political Theories Ancient World.
 Williams, Geological Biology; Elements of Crystall-
 ography.
 Flexner, American College.
 Taussig, Inventors and Money-makers.

W. K. Stewart Co., 44 E. Washington St., Indian-
 apolis, Ind.

C. G. Miller's Works and Ways of Dan Piatt

Strawbridge & Clothier, Market St., Philadelphia
 Tragedy of Dreyfus, Stevens, Harper.
 Sketches from Froebel's Life and Times, Bradley.

Syracuse Univ. Bk. Store, 303 University Place,
 Syracuse, N. Y.

Luchaire, A., Social France at the Time of Philip
 Augustus.

C. H. Hoole, Classical Element in New Testa-
 ment.

Carroll, Hunting of the Snark.
 Bruen, New City Government.

L. M. Thompson, 24 Stone St., New York

Hamlet, Tonson, London, 1734.
 English Notes, Boston Daily Mail Office, 1842; this
 was a Yankee Nation Extra, pub. in connection
 with the periodical, The Yankee Nation.
 As You Like It, Tonson, London, 1734.
 Walker issues of Shakespeare Plays, 1734-5.

Wm. Tyrrell & Co., 780 Yonge St., Toronto, Can.
 Clews, Fifty Years in Wall Street.

Otto Ulbrich Co., 386 Main St., Buffalo, N. Y.
 International Cook Book, Philippine.
 Messer Marco Polo, Wind & Bloweth, 1st eds.,
 Byrnie.

University of Illinois Library, Urbana, Ill.

Handbook of the European War, vol. 1 only.
 Mellor, J. W., Chemical Statics and Dynamics.

Univ. of North Carolina Lib., Chapel Hill, N. C.

Brown, C. B., Wieland, 2 copies.
 Whittaker, The Neoplatonists.
 Williams The Negro Offender.

University of Oregon Library, Eugene, Ore.

Aldington, Mrs. Hilda (Dolittle), Hymen.
 Ellis, E. M. O., Three Modern Seers.
 Racine, J. B., Dramas, trans. Boswell.
 Grundy, Francis, Pictures of the Past.
 Leyland, Francis, The Bronte Family.

University Society, Inc., 44 E. 23rd St., New York
 Our Farming, T. B. Terry.
 How to Keep Well and Live Long, T. B. Terry.
 What to Do, A. I. Root.

Fred'k G. Volz, 1537 Chestnut St., Philadelphia
 Game Birds, Wild Fowl, Shore Birds, Forbush
 Bird Behavior.
 Colored Plates, Birds of New York, Albany State
 Museum.

A. C. Vroman, 329 E. Colorado St., Pasadena, Cal.
 Haines, American Doctrine of Judicial Supremacy.

Established
 1863



National Bible Press

Bibles and Testaments for
 Lodge, Pulpit, Family,
 Teachers, S. S. Workers
 and Scholars

Publishers of the
 Famous Combination Bibles
 Clear type, excellent bindings

Attractive prices

NATIONAL PUBLISHING CO.
 PHILADELPHIA

OFFER OF TRANSLATION RIGHTS for United States of America

Four Important German Works
 which have had a Great Success.

1. DR. ERMER'S *Medizinisches Taschenhand-
 buch (Arzneiverordnungsbuch)*. Medical
 Pocket Book (Medicine prescription book).
 ** This work has sold to the extent of 18,000
 * copies in Germany in a short time.
2. DR. ERMER'S *"Vorschriftenbuch zur Her-
 stellung Kosmetischer Präparate."*
 (Recipes for producing Cosmetic Prepara-
 tions.)
 ** Has appeared in two editions in German
 * in less than a year. This little work is
 so written as to be useful not only to med-
 ical men, apothecaries, and druggists—but
 also to anyone requiring such information.
3. DR. ERMER'S *"Selbstbereitung pharma-
 zeutischer Spezialitäten."* (How to pre-
 pare your own pharmaceutical Specialties.)
4. DR. ERMER'S *"Tierarzneiverordnungs-
 buch."* (Veterinary Prescription Book.)
 The first two of the above-named works
 have already appeared in the English lan-
 guage.

Inquiries should be addressed to:—

The Book-Publishing Department of
"ANZEIGER FÜR ÄRZTE & APOTHEKER"
 NÜRNBERG, BAVARIA

French Fashion Book

"ART GOUT BEAUTE"

Published in Paris

High class French monthly fashion mag-
 azine beautifully illustrated with
 exquisitely painted models from Paris
 Couturiers. Booksellers wanted for
 sale of single copies. Apply to: ART
 GOUT BEAUTE, 101 Madison Avenue,
 New York, giving references.

BOOKS WANTED—Continued

Walden Bk. Shop, 307 Plymouth Ct., Chicago
Economic and Social History of New England,
Weeden.

Craft of the Tortoise, Tassin, Boni & L.
Revolutionary Function of Modern Church, J. H.
Holmes.

Exploits of Arsene Lupin; Confessions of Arsene
Lupin; Arsene Lupin; 813, Le Blanc.

Voyage of the Challenger.

North American Index of Fossils, Grabau & Shi-
mer.

My Lady's Dress, Knoblauch, Doubleday.

Edwin C. Walker, 211 W. 138th St., New York
Elson, Hist. U. S., 5 vols., illus. ed.

John Wanamaker, Bk. Dept., New York
Garden of Years, G. W. Carryl, Putnam.
My Path Through Life, Lillie Lehman, pub. Put-
nam.

African Nature Notes, F. C. Selons.

A Breath from the Veldt, J. G. Millais.

Washington Sq. Bk. Shop, 27 W. 8th St., N. Y.
Dictionary of Slang, 7 vols., Farmer & Henley.

J. R. Weldin Co., 413 Wood St., Pittsburgh, Pa.
Hewlett, Ruinous Face.

Edgar H. Wells & Co., 41A E. 47th St., New York

Hull, Industrial Depressions, 1911.

Reinsch, Public Internat. Unions, Ginn.

Sayre, Experiments in International Adminis..
Harper.

Virgil, Aenid, Bks. 1-6, trans. Ballard, 1902.

Western Bk. Store, 1715 W. Madison St., Chicago
Montesque's Spirit of the Laws, 2 vols.

Frank J. Wilder, 28 Warren Ave., Somerville,
Boston 42, Mass.

Dawson's Battles.

Fessenden, Thomas Green, any items by.

Holland's Hist. Western Mass.

Sparks' Correspondence of the Revolution.

Thorne Genealogy, 1913.

Any Genealogical Book or Pamphlet.

Any Town or County History.

J. I. Williams Bk. Co., 24 Pearl St., Worcester,
Mass.

The Bright Side of Death, A. C. Dixon.
Success and Its Achievers, W. H. Thayer.

Wilmington Inst. Free Library, Wilmington, Dela.

Barber, American Glassware.

Bergson, Laughter.

Bolton, Famous Amer. Authors.

Evans, A Sailor's Log.

France, On Life and Letters.

Hapgood, Paul Jones.

Larmor, Aether and Matter.

McMaster, Benjamin Franklin.

Post, My Little Chinese Book.

Schopenhauer, Fourfold Root; Will in Nature.

Starr, Adolescent Period.

Stevens, Illus. Guide to Flowering Plants.

Arthur R. Womrath, Inc., 21 W. 45th St., New York
Beaconsfield, Vivian Grey.

Zangwill, Children of the Ghetto.

Trails, Social England, vol. 3, or set.

Chesterton, Innocence of Father Brown.

Chandler, Romance of Roguery.

Howells, Criticism and Fiction.

Clark, Manual of Prose Writers.

Jordan, Days of Man.

Zabriskie, Virgin Islands of U. S.

World Almanac, 1924.

Annual Report of U. S. National Museum for
1892.

History of Prose Fiction.

R. D. Paine, Works of Paine.

Das Weib, 2 vols., Ploss.

Woodworth's Bk. Store, 1311 E. 57th St., Chicago

Porter & Clarke ed. of Shakespeare.

Rashdall, History of Mediaeval Universities.

Abbott, Napoleon, 2 vols., Harper.

Audsley, Art of Organ Building.

Bromwich, Quadratic Forms and Their Classifica-

Woodworth's Bk. Store—Continued

tion by Means of Invariant Factors.

Browne, The Apache Country, Harper, 1869.

Bosanquet, Principles of the Individual and Its
Value.

Coulter, Morphology of Angiosperms.

Cope, Crocodiles, Lizards and Snakes of North
America, U. S. American Museum Report, 1898.

German and French Pharmacopia.

Stahl, Lectures in Astronomy.

Jackson, Primitive Christianity.

Stahl, Lectures in Astronomy, pub. Astronomical
Society of the Pacific, San Francisco, 1919.

Jackson, Primitive Christianity, Westminster Press.
Harrington, Practical Hygiene, 1914 ed.

Wm. H. Ziesentz, 532 Warren St., Hudson, N. Y.
Mommson, History Rome.

BOOKS FOR SALE

Lillian Bushman, 121 Mountfort St., Boston

Dumas' Celebrated Crimes, 8 vols.

Samuel D. Gross, System of Surgery, 1862, 2 vols.
Make offer.

C. Dory, 810 Oakland, Milwaukee, Wis.

Hamilton Institute Set, 24 vols., \$50.00.

E. N. Durland, 35 N. Dearborn St., Chicago

Cather's Lost Lady, auto., large paper ed., new,
in slip case.

H. James' Golden Bowl, 1st ed., Methuen, 1905.
clean, tight copy, cover rubbed.

Best cash offer takes them.

P. H. Haight, 120 Broadway, New York

Weekly Register, pub. H. Niles, Baltimore, Sept.,
1811-Aug., 1816; complete file, 8 vols., half leather,
good condition. Make offer.

R. A. Johnston, 43 Central Ave., Waterbury, Ct.

Literary Digest, vols. no. 1 to 74, inclusive, com-
plete, no nos. nor indexes missing. 1st 10 vols.
bound, remainder ready to bind.

Moroney, 35 E. 3rd St., Cincinnati, Ohio

Cooper, J. F., 32 vols., clean, clo., coll., \$20.
Send for list.

Normandie Bk. Co., Morristown, N. J.

The Passing of Woodrow Wilson, 1st limited,
signed ed. de luxe, as new, \$2.50.

A. B. Ostrander, 501 W. 182nd St., New York

Formerly of Co. B, 2nd Batt'n, 18th U. S. Infantry
Trip across the Plains in 1866. Up Platte River
to Forts Laramie, Reno and Phil Kearney. Up
Bozeman Trail. Meet Jim Bridger and Other
Notables Making History with the Old 18th U. S.
Infantry. Price \$2.25 postpaid. Approved by
The Boy Scouts of America.

E. F. Pinnington, Box 582, Cobalt, Ontario

Warner, G. F., Illuminated Manuscripts in the
British Museum, 60 plates, \$28 cash.

Publishers' Bk. Clearance Co., 37 W. 43rd St., N.Y.

Our Motto: Only saleable titles, at the right
prices, all stock new, perfect copies.

20 copies How the Mind Cures, G. F. Butler,
M.D., pub. Knopf at \$2.50, our price, \$60.

290 copies The Best Psychic Stories, ed. and com-
piled by J. Lewis French, introd. Dot. Scar-
borough, Ph.D. Stories by Blackwood, Jack Lon-
don, etc., etc., pub. Boni & Liveright at \$1.75,
our price 45c.

12 copies Anders Zorn's Etchings, 101 reproductions
from the original plates pub. in Ger.; the most
sought after and the easiest ed. to sell, \$3.00.

200 copies The Story of the Irish Race, told by
Seumas MacManus, assisted by some of the
greatest Irish scholars; declared by scholars and
reviewers all over the world to be the best,
complete, national, economic, social and political
history ever written. Nothing omitted worth
recording. Right up to date. 720 pages, size 6x9.
Bound in Keratol and gold. 8 remarkable, loose
leaf, half tone illus. Price \$5.00 less 60 per cent.
A book that should be in every library.

BOOK-TRADE OPPORTUNITIES

(Twenty Cents a Line)

PLATES WANTED

COLOR PLATES—We will buy desirable subjects, maximum size 5x7½. Send proofs of subjects, Drawer 208, Station B., Cleveland O.

POSITIONS OPEN

YOUNG MAN with general knowledge of books of all classes, in large wholesale house in New York. State experience, age and salary expected. Address K, care Publishers' Weekly.

POSITIONS WANTED

PUBLISHERS' REPRESENTATIVE with considerable experience of selling books to trade, desires opening on the road with first class publishing house. Experienced in selling both quantity goods and high grade publications. At liberty immediately or for 1925. For particulars address C. W., care Publishers' Weekly.

EXPERIENCED MANAGER, buyer, books and stationery, open for engagement. Address, G. L. O., care Publishers' Weekly.

REMAINDERS

THE Syndicate Trading Company buys entire remainder, large and small, of editions of saleable books. Sample may be submitted at any time of the year. Syndicate Trading Co. Book Department, 2 Walker St., New York. Telephone Canal 1080.

New Edition
ELLA HIGGINSON'S
(Great Western Novel)

"MARIELLA OF OUT WEST"

Price \$2.00 Publication day Oct. 10

Published by

P. K. PIRRET & CO.
Tacoma, Wash.

LIBERAL DISCOUNT TO TRADE AND
LIBRARIES.

ENGLAND

I am desirous of representing American publications in England; Sales, subscriptions, advertising. Publications should be of a distinctive nature and of value and interest to British classes. Can be well recommended and can give American references. Write

DAVID H. BOND

407 Bank Chambers, Chancery Lane
London, W.C., England

THE VAIL-BALLOU PRESS**COMPLETE PRODUCERS OF QUALITY BOOKS**

Our BINDERY recently celebrated its first birthday. The year's experience proves one thing: *It pays to bind books well.* There is no shortage of bindery equipment or facilities, and to make a price below the other fellow in every instance simply can't be done.

But we have discovered that the publisher regards price as only one of several important considerations. A character of binding that possesses firmness, durability and general attractiveness in appearance will be remembered when a trivial saving in binding cost will soon be forgotten.

Our binding policy will therefore be: Books well and substantially bound, and prices as low as such results will permit.

Main Office and Factory
Binghamton, N. Y.

New York Office
200 Fifth Avenue

A Comprehensive List of New Juveniles

Special Feature of

The Library Journal

Children's Book Week Number, October 1st.

This compilation, in handy form, should be of special value to heads of children's departments in bookstores and libraries.

Price 25 cents per copy

Address Circulation Department, The Library Journal,
62 West 45th St., New York City

Among the 67 advertisers in this issue the following publishers of children's books are represented with display announcements:

D. APPLETON & CO.
BONI & LIVERIGHT
BRENTANO'S
T. Y. CROWELL CO.
CUPPLES & LEON
DODD, MEAD & CO.
GROLIER SOCIETY
HARPER & BROS.
HENRY HOLT & CO.
JUDSON PRESS
LITTLE, BROWN & CO.
ROBERT M. McBRIDE & CO.

THE MACMILLAN CO.
MANUAL ARTS PRESS
THOS. NELSON & SONS
NORCROSS, INC.
THOS. SELTZER
FREDERICK A. STOKES CO.
GEO. SULLY & CO.
FREDERICK WARNE & CO.
ALBERT WHITMAN CO.
W. A. WILDE CO.
WOMANS PRESS



THE SAVAGE does not read.

A few sticks and stones, a rough fur for covering, and a hide for a house, constitute his only requirements outside of the use of his own lithe arms and legs.

It is a long jump from the savage to the man or woman of today who not only reads books but reads reviews of books, listens to lectures about them, discusses them at club meetings and over the bridge and dinner table.

To enjoy books is a mark of being civilized. Not only to read them, but to read about and discuss them, is but a step further.

THE BOOK REVIEW, a bookseller's imprinted magazine of books and book news, describes each month, the leading books issued from the publishers' presses and comments on them in an interesting way.

THE BOOK REVIEW thus keeps book news, book thoughts, and book discussion alive in the community. *You* reap the benefit in sales.

This is one of a series of advertisements concerning THE BOOK REVIEW. If no bookstore in your community distributes THE BOOK REVIEW, ask us for details of our special offer for exclusive distribution by you during November, December, January and February at a special, low trial rate.

R. R. BOWKER COMPANY
SIXTY-TWO W. FORTY-FIFTH ST., NEW YORK

This book will be backed by good advertising



As his lips brushed the palm of her hand, it seemed to her as if he was kissing her all over her body.

NO PERFECT people here, yet characters we love—men and women who seem so real that as we read the pages telling their story, we live their tumultuous lives.

Elaine

at the Gates

by W. B. MAXWELL



In England—The editor of the *London Bookman* says: "It is not only excellent workmanship, it has all the qualities of a big seller . . . It ought to be a best-seller of the biggest kind."

In England—A huge edition was exhausted a month before publication.

In America—We have had to double the size of our first edition in order to meet the demand. Because of this, we are enabled to offer you a book we originally planned to sell for \$2.50, in identically the same binding, at a sales price, net, of \$2.00.



Published October 17th

Doubleday, Page & Co.

GARDEN CITY, NEW YORK

IN CANADA: 25 RICHMOND ST., W., TORONTO, CANADA

RIDER PRESS, INC.
NEW YORK, N. Y.